FREIGHT TRAFFIC WHY RAILS ARE IMPORTANT TO MONSANTO

July 27, 1970

RAILWAY AGE

TOMORROW'S RAILROADS IN ACTION:

BN's employees help make the merger work

RD71 1116
MCCARTNEY LIBRARY
GENEVA COLLEGE
BEAVER FALLS
PENNA 15010

Photo taken at New York Society of Model Engineers Club House, Carlstadt, N.J.

Cars, bridges, storage facilities, other properties–

Whatever your maintenance problem, PPG has a coating to help you cut costs!

Pittsburgh® Paints has a complete family of quality coatings formulated to meet the stringent standards of railway maintenance and structural engineers. Professionally applied, these finishes are designed to protect longer, weather better and resist wear.

Carhide® Epoxy Ester Coatings. Recommended for application to steel, stainless steel and aluminum. Superior to oil and alkyd coatings and the equal of phenolic systems in alkali and acid resistance.

Coal Cat® Epoxy Coating. Coal tar-epoxy coating in black only. Ideal for bridge construction below the road bed. Resistant to various alkalies, salts and acid. Excellent for concrete surfaces.

Columbia #7 Neoprene Latex System. A proven liner system for tank cars and for storage and transportation of liquid caustic solutions up to 240°. Available through licensed applicators.

Carhide® Acid and Alkali Vinyl Coatings. Lengthens the life of freight cars, cuts cost of maintenance. Protects covered hopper cars against salt spray, industrial fumes and A&A spillage.

Aquaneo® Latex Lining System. A smooth, tough, tightly adhering film. Flexible. Impact resistant. Protects covered or open top hopper cars and storage vessels against caustic acids and water.

Polyclutch® Lining Systems. Two-component Epoxy Finishing systems. Excellent track record in hopper car transportation and stationary storage of dry commodities.

Double Cover® Direct-to-Metal Vinyl Coatings. One coat, high film protection. Dries by solvent evaporation. Tough, tightly-adhering plastic film. Resists chemicals.

Pitthane® Liner. Moisture-cured urethane coating over a properly primed surface for abrasion resistance in hopper car service. Also as clear coating or over PPG Double Cover Polyclutch.

Stationhide® Coatings. Primers, undercoaters and finishing materials for railway properties and rolling equipment. Exterior and interior coatings in a wide range of colors.

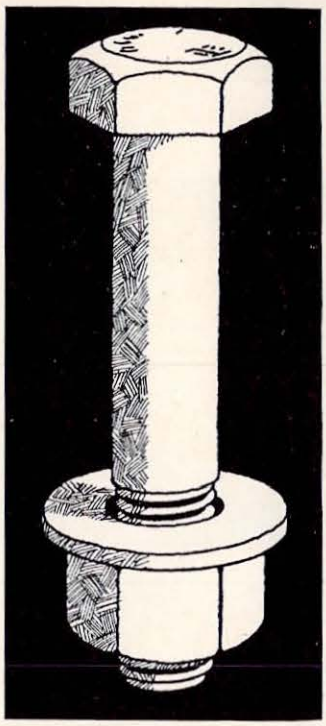
For work-saving, money-saving facts write to: PPG Industries, National Accounts, 1 Gateway Center, 17 E., Pittsburgh, Pa. 15222

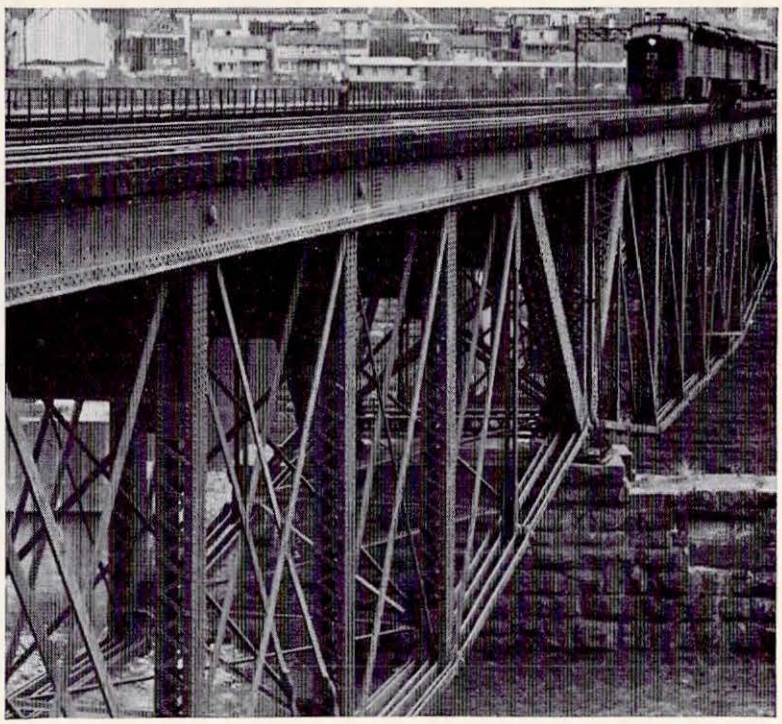
PPG
INDUSTRIES

PPG is Paints, Chemicals, Fiber Glass, Minerals, and Glass—So Far.

Circle 1 on coupon page 45

high-strength bolting... safest, most efficient fastening method for bridge repair and maintenance





Railroads are switching from riveting and other permanent fastening systems to high-strength bolting for all types of bridge maintenance and repair work. There are good reasons why:

Ease of installation. A325 or A490 high-strength bolts are easy to install. Neither highly skilled personnel nor special equipment is required. Bolts are installed quickly and easily, using the fully approved "turn-of-nut" method. Only two men are needed: one to hold the bolt after tightening to "snug" position, and one to torque the turned element the specified turn. For most applications, a ½ turn from "snug-tight" condition is all that's required to achieve proper tension.

Lower cost. Tests conducted by Bethlehem show that the in-place cost of a high-strength bolt is as much as 20 to 25 per cent lower than that of permanent fasteners. What's more, A325 bolts may be reused (loosened and retightened) at least once, if necessary. This is impossible with permanently installed fastener systems.

Integrity of connection. High-strength bolted connections can be easily checked for proper bolt tension with a torque wrench. No such means is available for checking installed rivets or other permanent fasteners.

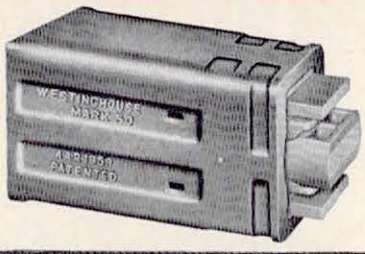
For detailed information regarding the use and installation of Bethlehem A325 and A490 high-strength bolts, send for Booklet 2534, "High-Strength Bolting for Structural Joints."

Bethlehem Steel Corporation, Bethlehem, PA 18016

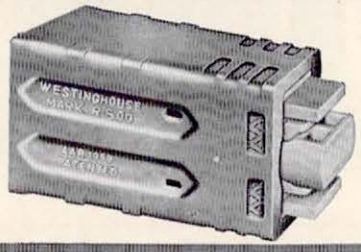
BETHLEHEM STEEL

SMOOTH CONTACTS

MARK 50



MARK R-500



By keeping damage and maintenance to a minimum, Westinghouse Draft Gears Mark 50 and Mark R-500 smooth contacts with cars and shippers.

Mark 50 and Mark R-500 feature the exclusive Westinghouse patented friction clutch mechanism which guarantees smoother performance in coupling and train operations—and with economy. Friction parts located on inner surfaces eliminate wear on the housing, the most costly part of the gear. Long life and reuse are assured.

Unconditionally Approved under A.A.R. Specification M-901E-62, these draft gears fit 24⅝-inch pockets on all types of freight cars.

Performance proven around the world . . . Contacts smooth when you specify Mark 50 and Mark R-500!

CARDWELL WESTINGHOUSE COMPANY

332 SOUTH MICHIGAN AVENUE • CHICAGO, ILLINOIS 60604 • TELEPHONE: 312-427-5051

INTERNATIONAL DIVISION SAME ADDRESS

CANADIAN CARDWELL COMPANY LTD. • 1875—46th AVENUE • LACHINE 620, QUEBEC • TELEPHONE: 514-636-4864

MEMBER RPI

Circle 4 on coupon page 45

RAILWAY AGE

July 27, 1970 • Vol. 169, No. 2

Editorial and Executive Offices
New York, N.Y. 10007, 30 Church St.

ROBERT G. LEWIS: Publisher
LUTHER S. MILLER: Editor
FRED C. MILES: Executive Editor

Mechanical: Fred N. Houser
Car & Locomotive Cyclopedia:
Charles L. Combes
Art Director: Maurice H. Mates
Art Editor: Marvin Friedman
Editorial Assistant: June Meyer
Librarian: Edith C. Stone
Production Manager: Fred B. Hecht
Manager—Contract Department:
Constance Nicolai

Editorial and Executive Offices
Chicago, Ill. 60602, 29 E. Madison St.

C. JAMES FISHER: Vice President—Sales
GUS WELTY: Senior Editor
Mechanical: Robert D. Bartley
Traffic: Frank Malone
Engineering:
Merwin H. Dick R. E. Dove
Signaling & Communications:
Robert W. McKnight
Editorial Assistant: Wanda Brown

Washington, D.C. 20004,
National Press Bldg.
Washington Editor: Reid Beddow

Brighton, Sussex, England
8 St. George's Place
International Editors:
John Levett Paul Goldsack

GEORGE DUSENBURY: Editorial Director

Railway Age, established in 1856, is indexed by the Business Periodicals Index, the Engineering Index Service and the Public Affairs Information Service. Name registered in U.S. Patent Office and Trade Mark Office in Canada.
Published semi-monthly by the Simmons-Boardman Publishing Corporation, 508 Birch St., Bristol, Conn. 06010.
Railroad employees' subscription rate, U.S. possessions, Canada and Mexico, $6 one year, $9 two years, all others $15 for one year, payable in advance and postage paid. To railroad employees elsewhere in the western hemisphere, $10 a year; in the eastern hemisphere, $15 a year. Single copies 60¢, except special issues.
Address all subscriptions, change of address and correspondence concerning them to Subscription Dept., Railway Age, P.O. Box 530, Bristol, Conn. 06010.
Change of address should reach us three weeks in advance of next issue date. Send old address with new enclosing, if possible, your address label. Post Office will not forward copies unless you provide extra postage.

Member of

Circulation Dept.: John Rogers Director of Circulation, 30 Church St., New York, N.Y. 10007.
POSTMASTER—SEND FORM 3579 TO P.O. BOX 530, BRISTOL, CONN. 06010.
Printed at the Hughes Printing Co., 34 North Crystal St., East Stroudsburg, Pa. 18301. Second-class postage paid at Bristol, Conn., and at additional mailing offices.

Inside

LUTHER MILLER

SOUTHERN EXPOSURE

"Working press" is a term invented (and jealously guarded) by reporters. It is designed to set them apart from the "business side," a term of opprobrium—also invented by reporters. Publishers are generally put into the latter category.

But what do you do with a publisher who insists that his business is really railroading—and who cannot resist the urge, when he sees a particularly fine piece of railroading, to write about it? The answer is—let him write about it. And if the results are as interesting as those which appear on pages 18 and 19 of this issue you are happy you lowered the barriers.

It all began with an invitation from the Southern. "Come see what we're doing in Corinth, Miss.," said Bill Geeslin, Southern's p.r. chief. So RA Publisher Bob Lewis was aboard the "Southwind" when it took off from Washington at 6:15 a.m. on July 15. Less than three hours later, Southern's jet-prop set down on a landing strip at Corinth. Others had meanwhile gathered—from HUD in Washington, from Jackson, the state capital. What drew them all to Corinth was, basically, two things: A tornado-ravaged site which two days earlier had still been strewn with wreckage; and a trainload of houses.

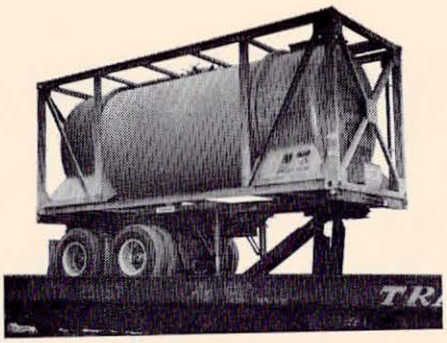
Publisher/working pressman/businessman/railroader Lewis returned that night with a camera full of exposed film—and with what we believe to be one of the great railroad stories of the year. Great, not only because it shows what two railroads did to relieve an emergency housing situation; but because it also demonstrates what all railroads can do in coming years as the pent-up demand for housing explodes.

Southern President W. Graham Claytor, Jr., wasn't able to participate in the Corinth goings-on. He was busy that day testifying in Congress in support of legislation designed to help distressed railroads. The next day, Claytor and team were in New York. What they told financial analysts and writers made it clear that Southern itself is far from a "distress" status. For that story, see page 13.

THE OPERATIVE WORD IS "ACTION"

After a dozen years of professional labor/management-watching, Gus Welty takes what he hears from both sides with a large helping of salt. "Talk bores me," says our taciturn senior editor. "I like action." Poking around the Burlington Northern in search of what turned out to be the labor segment of our Tomorrow's Railroads in Action series, Gus heard a lot of talk —but he also discerned what he thought to be some action. The result is the upbeat story which begins on page 20.

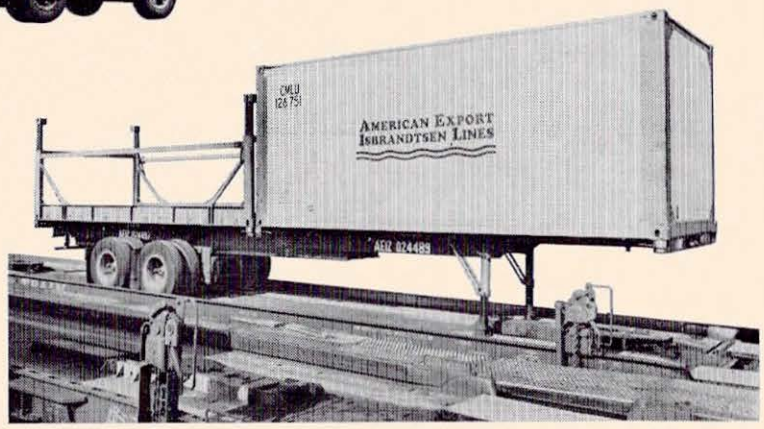
Now! The Couple-able



that hauls

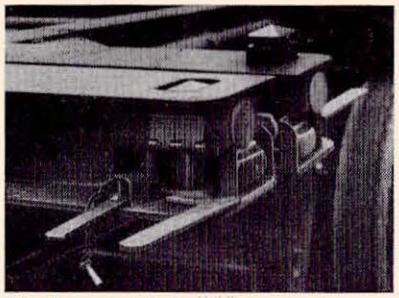
all types of 20-foot

containers



hauls 40-footers, too.

Patent No. 3,374,010



All four twist locks on each new DX 20-40 are retractable, permitting the four at the center of a coupled pair to be recessed for loading 40-foot containers.

It's Dorsey's DX 20-40.®

With new retractable twist locks, the DX 20-40 handles a 40-foot container as efficiently as two 20's. Because it completely supports the load when coupled, requiring no connecting of containers, the DX 20-40 is recognized by leading carriers as the most versatile of 20-foot container chassis.

Why be tied to a captive system? Let a Dorsey executive account manager show you the most efficient couple-able chassis available.

Telephone (205) 897-2241

DORSEY TRAILERS®

DORSEY TRAILERS/ELBA, ALABAMA

A Subsidiary of The Dorsey Corporation

Circle 6 on coupon page 45

RAILWAY AGE

JULY 27, 1970

NEWS

PENN CENTRAL	Langdon, three others, named trustees	p.11
	C&O's Cyrus Eaton urges support for PC	p.12
OPERATIONS	A single standard rulebook is on the way	p.12
	IC inaugurates "sludge special"	p.14
	BN, U.S. Gypsum solve a shipping problem	p.14
	FRA rules eased for "run-through" trains	p.15
	Unit train brings coal east	p. 8
CONTAINERS	N&W has role in international COFC	p.12
LABOR	Emergency Board 177 report set for August	p. 8
	Full-crew repeal being sought again	p. 8
	UTU's Luna appraises the rail industry	p.13
FINANCE	Southern announces record earnings	p.13
	An upturn for IC Industries	p. 8
	Higher taxes redden the Reading	p. 8
MERGER	ICC examiner approves UP/RI merger	p.14
PEOPLE	AAR starts talent search early	p. 8
OVERSEAS	Australia to get big new ore road	p.12

FEATURES

TRAFFIC	Unit trains are key link in HUD's Operation Breakthrough	p.18
	Monsanto: A big rail shipper that would like to be bigger	p.38
TOMORROW'S RAILROADS IN ACTION	BN's employees help make the merger work	p.20
TRAFFIC POLL	Shippers size up ASTRO report	p.35

COMMENT

INSIDE	A publisher who is also a railroader/writer	p. 5
LINES ON LABOR	Fireman-manning: When will the war end?	p.15
WATCHING WASHINGTON	$21 billion a year for highways?	p.42
VIEWPOINT	Jervis Langdon: Doctor of sick railroads	p.50

DEPARTMENTS

Carloadings	p.47	People in the News	p.51
Industrial Traffic	p.54	Short and Significant	p. 8
Market	p.47	Supply Trade	p.54
New Products	p.44	Traffic Poll	p.35

Short and Significant

THE INDUSTRY

AAR STARTS TALENT SEARCH—EARLY

When Thomas M. Goodfellow left the Long Island to become president of the Association of American Railroads three years ago, he waded into his new job with little advance notice. This was because his predecessor, Daniel P. Loomis, was ailing and effectively off the job. Goodfellow hopes his own successor will have more time to get his feet wet. Several months ago Goodfellow, who will be 65 on October 1, 1972, suggested to the AAR board that an early search be instituted for his successor. At their most recent meeting, the directors acted on this recommendation and appointed a committee to look for a future AAR chief executive. It is Goodfellow's hope, said an AAR spokeman last week, that whoever will eventually succeed him can come aboard as soon as possible in the interests of an orderly transition.

MENK: LONG-RANGE OUTLOOK GOOD

Burlington Northern President Louis W. Menk says railroad earnings will remain at "severely depressed levels" this year, but he finds the industry's long-range prospects "by no means dark." Writing in the First National Bank of Chicago's annual mid-year Outlook for Business, Menk cites as plus factors the prospects of relief from passenger-service losses, and "better-than-expected" merger economies.

HIGHER TAXES HELP REDDEN READING

Reading operated at a deficit of $1,071,000 during the second quarter, compared with a profit of $577,000 for the comparable 1969 period. A drop in traffic and rising wage and material costs get their share of the blame—but a big share almost must go to increased Pennsylvania State taxes of over $400,000, says President Charles W. Bertrand.

AN UPTURN FOR IC

IC Industries reported a higher net income for the first half of 1970; it was not the rail operations which did it. Chairman W. B. Johnson reported that the Illinois Central Railroad situation "should materially improve in the second half as a result of the recent general freight rate increase."

OPERATIONS

TRANSCONTINENTAL "RUN THROUGH"

Richmond, Va., and Richmond, Cal., 3,494 miles apart, are now connected by a through freight service. Santa Fe, Frisco and Seaboard Coast Line are cooperating in transcontinental "run through" operations via Hamlet, N.C.; Birmingham, Ala.; Memphis, Tenn.; and Floydada, Tex. Service operates in both directions and avoids terminal delays associated with previous schedules.

UNIT TRAINS BRING COAL EAST

Coal from Saskatchewan to Ontario has started to move in unit trains to Thunder Bay, Ont., via Canadian National. Ontario Hydro is consignee with transshipment to boats taking place at the Lake Superior port. Dumping is done on CN's ore dock. CN sees prospect for "considerable tonnage" of coal during remainder of summer after fuel is fully tested in generating plant.

LABOR

BOARD SET TO WRITE ITS REPORT

The time for testimony and cross examination is over—now it's time for Emergency Board 177 to get down to the business of writing its contribution to the literature of the fireman manning dispute. Board 177 was created July 7 after a short-lived United Transportation Union strike against three roads. The timetable calls for submission of a report to the President early in August; if no settlement results, more trouble could come—possibly during the Labor Day weekend.

FULL-CREW REPEAL SOUGHT—AGAIN

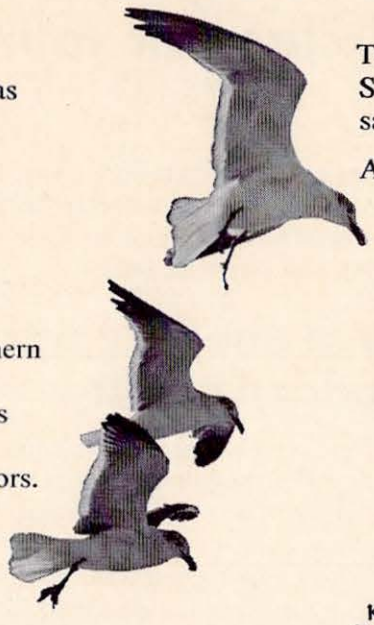
Railroads are about to launch a new drive for repeal of full-crew laws in Arkansas. They're asking that repeal be placed on the ballot, for the voters to decide. A similar move failed 12 years ago (RA, Nov. 10, 1958, p. 9), and more recently an attempt to win repeal through the courts also went for naught (RA, Nov. 25, 1968, p. 12).

SEA LEGS

When you serve five busy Gulf ports, even a land-based operation like Kansas City Southern needs sea legs.

We have them. And they run from Kansas City to New Orleans, Baton Rouge, Lake Charles, Beaumont, and Port Arthur.

When you go transoceanic, make your first port of call the Kansas City Southern office nearest you. Our knowledge of shipping schedules, tariffs, and customs (both here and abroad) can help you avoid expensive export and import errors.



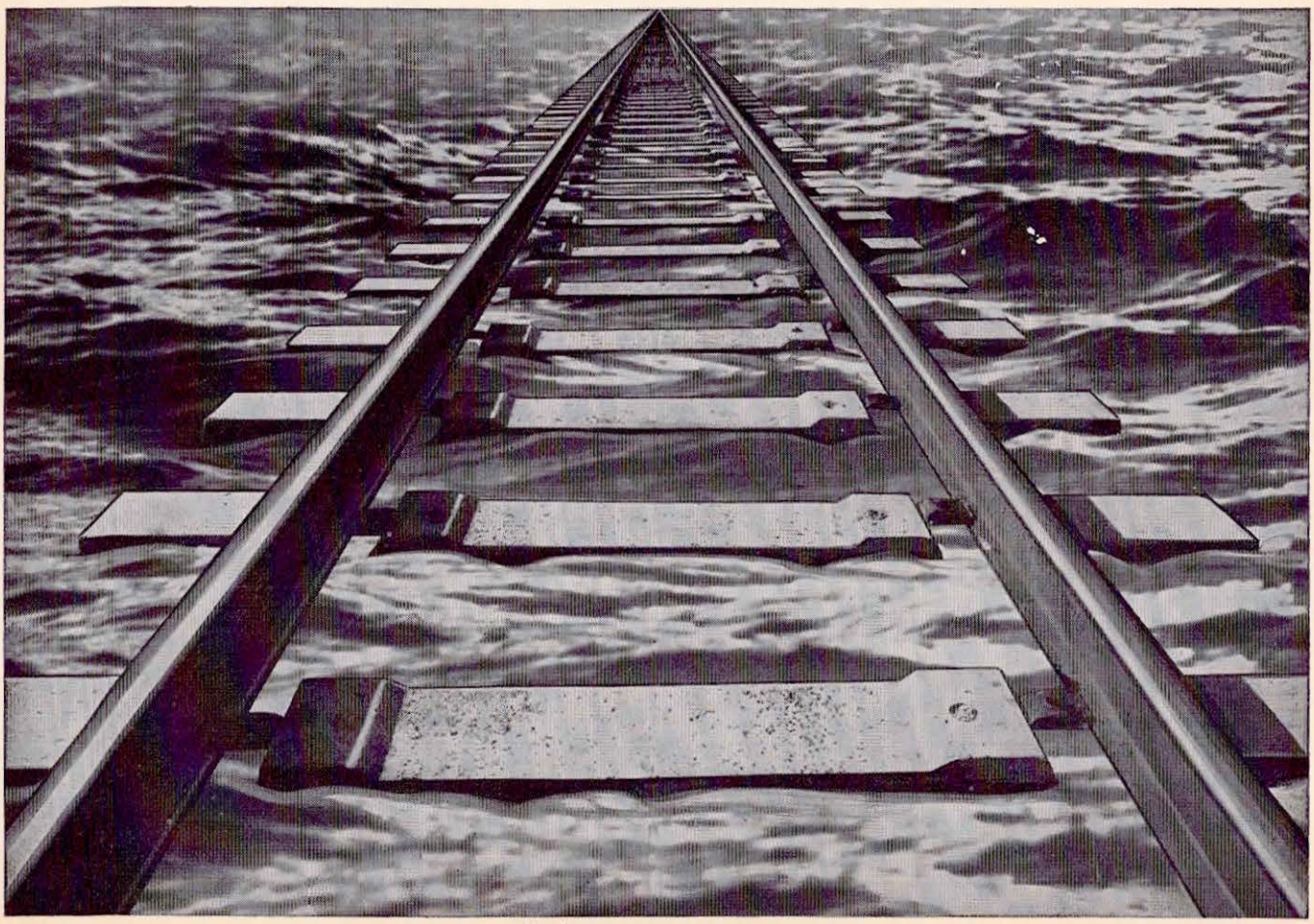
This service is part of the Kansas City Southern program that launched "smooth sailing" in Mid-America.

And it's as free as the breeze.

KANSAS CITY SOUTHERN Lines

the uncommon carrier

Kansas City, Missouri 64105
Telephone (816) Victor 2-0077



Circle 6 on coupon page 45

Magor is now Fruehauf RailCar Division.

How a change in a name can mean dollars for your company.

What's in a name change? Plenty if the new name is Fruehauf RailCar Division. Because we've added more than just a new name. We've added new services as well. Services that can make dollars and sense for you.

Additional quality control means added quality.

You can't help getting a better product when a company steps up quality control from start to finish. One new Fruehauf procedure, called "zoning of buy-off areas," insures the acceptability of raw materials before they are put into production. Another, conducted in our in-house laboratory, checks daily work samples. It's designed to find and correct incipient faults in the manufacturing process which are otherwise impossible to detect. Costly to us, it's an added bonus for you.

New production control system speeds delivery time.

The kind of on-time delivery you expect from Fruehauf starts within the Fruehauf factory itself. All in-plant dates are under the control of a computerized Acceleration and Building schedule. This procedure, not in wide use generally in the railcar industry, has produced dramatic results in speeding deliveries within the plant. Results just as dramatic are expected from improvements made in the delivery systems outside the plant... between us and you.

Put us to work.

On your next railcar order, let us show what these changes can mean to you in quality and delivery. Write or call soon. Be sure to use our new name: Fruehauf RailCar Division, Fruehauf Corporation, 660 Van Houten Avenue, Clifton, N.J. 07015. Phone (201) 779-1976.

MEMBER RPI RAILWAY PROGRESS INSTITUTE

Fruehauf RailCar

TOTAL TRANSPORTATION / A DIVISION OF FRUEHAUF CORPORATION

Circle 7 on coupon page 45

RAILWAY AGE
NEWS

Langdon, three others, named PC trustees

The guessing game that preceded the naming of four Penn Central trustees last week proved to be as fruitless as it was furious. From a list of more than 50 nominees, Federal Judge John P. Fullam picked Jervis Langdon, Jr., chairman and president of the Rock Island; George P. Baker, retired dean of the Harvard Business School; W. Willard Wirtz, who was secretary of labor in the Johnson Administration; and Richard C. Bond, chairman of John Wanamaker & Co., the Philadelphia department store.

Langdon was the only one of the four whose name had been prominently mentioned prior to the Philadelphia hearing at which Judge Fullam announced his choices, subject to ICC approval.

Judge Fullam said the trustees will be expected to select, "at the earliest opportunity," an experienced railroad man to serve as chief executive officer during the reorganization period.

He also said that the experience of other experts in the field would be called on "from time to time." One such expert, said Judge Fullam, is John W. Barriger, retired president of the Katy.

Replying to Ralph Nader's eleventh-hour request for a trustee who would represent the "consumer interest," Judge Fullam said he felt that all four men he had named would be "cognizant of the consumer's need for good railroad service."

Paul A. Gorman, Penn Central's present chairman and president, said in a prepared statement that "obviously Judge Fullam has selected men of recognized standing in their respective fields and they can count on the full cooperation of the management and employees of Penn Central Transportation Co." *(For editorial comment, see page 50.)*

The choice of Langdon as the railroad member of the team was regarded by industry observers as a happy one. A lawyer who served as president of the Baltimore & Ohio before going to the Rock Island, Langdon is regarded as having one of the keenest minds in the industry.

Twenty-four hours before Judge Fullam appointed a new management team for Penn Central, the road's ousted chief, Stuart T. Saunders, appeared before the Transportation Subcommittee of the House Interstate and Foreign Commerce Committee in support of federally-guaranteed loans for PC and other distressed carriers.

Wearing a dark blue pinstripe suit, carrying a white summer straw hat, smoking from the familiar gold cigarette holder, Saunders read a 21-page prepared statement and submitted to generally hostile questioning.

His prepared testimony concluded with the words: "I have given my all to this railroad and regardless of what may happen, I am still hopeful that the merger will succeed and that Penn Central can be made a viable and vibrant part of the American economy."

> "Management's record is not perfect but . . . they did the best that they knew how"
>
> Stuart T. Saunders

Under questioning, he commented: "I have got a larger personal investment in this company than anyone I know of . . . I have lost over $4 million in potential gains, a paper loss, and, out-of-pocket, over $750,000 right now . . . I owe over $1 million on this stock."

Saunders said Penn Central was forced into reorganization by "problems not of mismanagement but problems which were unmanageable."

Some of these problems, as he described them:

—Spiraling operating costs. Labor costs rose 7% in 1969 on top of a 9% rise in 1968. Material costs rose 5% in 1969.

—The recession. "Railroads are among the first to feel the impact of downturns in the economy."

—Inadequacy of revenues and the time lag involved in getting freight rate increases. Even with recent increases, said Saunders, freight revenues per ton-mile are lower than they were in 1958.

—The passenger deficit. Operating 35% of all railroad passenger service in the U.S., and 64% of all service in the East, PC is losing $60 million a year on an out-of-pocket basis ($104.8 million on the ICC's fully-allocated basis).

—Merger start-up costs. Between Feb. 1, 1968, and Dec. 31, 1969, these costs amounted to a net of $193,023,657 after taking into account merger savings of $73,922,807 realized during that time. In addition, there were expenditures of $121,162,000 for property improvements necessary to implement the marger, including $75 million for yard projects. Said Saunders: "While these expenditures will pay handsome dividends in later years, they reduced Penn Central's cash and many of them had a sharp impact on railroad operating expenses and financial results."

(Saunders also noted that in addition to merger start-up costs, Penn Central during 1968 and 1969 invested $600 million in railroad equipment and facilities, about 20% of the industry's total."

—Take-over of the New Haven as a condition of merger at a time when that bankrupt carrier's losses were running at more than $22 million a year.

Saunders summed up: "These are some of the problems with which the management of Penn Central had to contend . . . I do not claim that the management's record is perfect but I can assure you that they were thoroughly dedicated to their task, that they worked diligently, and to use President Truman's expression, they did the best that they knew how."

NEWS

N&W has role in international COFC

Containerized Swedish telephone parts are being handled by Norfolk & Western Missouri Pacific and National Railways of Mexico from Portsmouth, Va., to Mexico City. R. B. Short, director of N&W's container/trailer, traffic, expects traffic to go as high as ten containers weekly and continue for a year. This intercontinental freight from Goteborg, Sweden, previously moved by ship to Vera Cruz, Mexico, and then overland to the Mexican capital. The "land bridge" COFC arrangement directs the containers through St. Louis and Laredo, Tex. N&W has already handled containers moving from Europe to Canada; haul to Mexico is a "first."

Cyrus Eaton urges support for PC

Cyrus Eaton, the 86-year-old board chairman of the Chesapeake & Ohio, says he regards the Penn Central bankruptcy as "the greatest tragedy that has happened to American business, certainly in my lifetime."

In Washington to testify before the Joint Economic Committee of Congress, the Cleveland industrialist said in an interview that even though his railroad is a Penn Central competitor, "I feel we should all join forces in restoring it to a position of influence."

He added, "I'm hoping in the long run it will teach us all valuable lessons."

One such lesson, he said, "is the mistake of imposing unbearable burdens of taxation on railroads."

An even more important lesson, Eaton said, is "not to attempt by legislation and commission to limit railroad activities in all other forms of transportation."

Despite the money and credit squeeze that toppled the Penn Central, Eaton pointed to several prosperous lines, which he said should provide leadership to an ailing indistry.

In his testimony, Eaton called for the creation of a federal corporation similar to the old Reconstruction Finance Corp. to furnish funds to faltering industries.

Australia will get big new ore road

The third major ore railroad to penetrate the "Iron Triangle" of northwestern Australia has been announced by Cliffs Western Australia Mining Co. This subsidiary of Cleveland-Cliffs Iron Co., along with joint-venture partners, will expend $300 million for mining, pelletizing and transportation facilities to fulfill a single 21-year, $1.4 billion sales contract for 150 million tons of raw materials for Japanese steel producers. The contract is claimed to be the largest ever made between private enterprises of any type.

The 104-mile standard-gauge railroad will extend from mines on the Robe River to a projected port at Cape Lambert on the Indian Ocean. There will be 112 miles of track, 400 97-ton gondolas with rotary couplers, six 3600-horsepower diesel road locomotives and two 1500-hp switching locomotives. Initial production, scheduled for June 1972, calls for the movement of 30,000 tons of ore daily in five 75-car trains.

Coming up: A single standard rulebook

Credit the members of the Operating Rules Association for being willing to undertake one of the really tough jobs in railroading: Writing a standard book of operating rules for application uniformly across the country. The two-year-old ORA has representation from about 30 roads now—and top management of the participating roads has given its backing to the rules-writing project, which would produce one book to replace the 50-or-more now in use. The job may take two or three years of concentrated effort, and, as one rules expert puts it, "We're going to need a lot of give-and-take. But the problem may not be as tough as it seems. Our aim will be to come up with basic rules, with minor exceptions where they're required." Having a single rulebook, ORA members feel, would facilitate interroad operations, make life a bit simpler for operating personnel—and contribue significantly to safety.

Southern posts record earnings

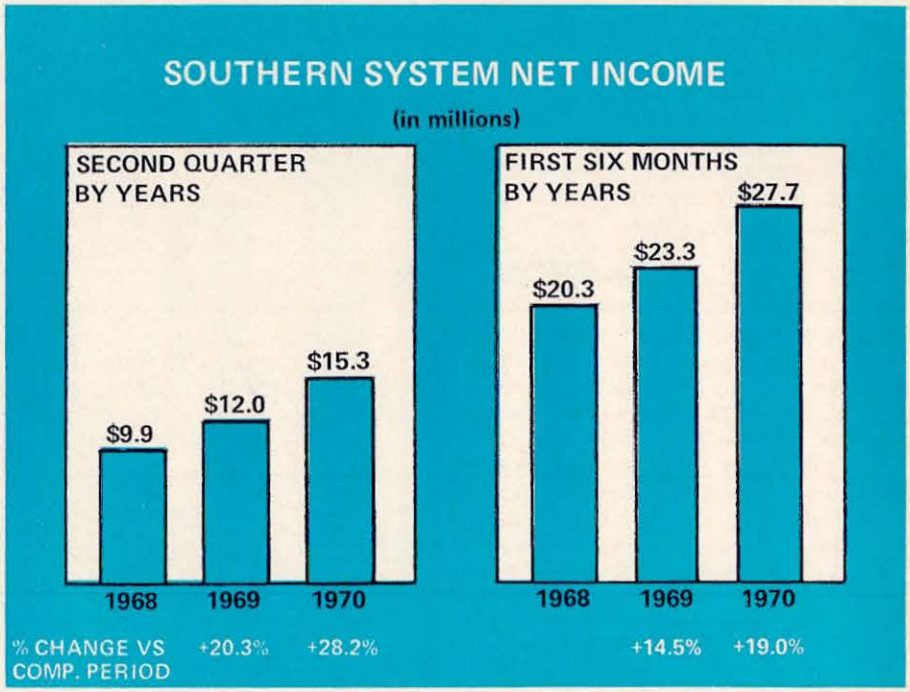
Four times a year Southern's management team goes to Wall Street to talk with (not to) financial analysts and writers. These sessions are almost always happy occasions, and the most recent one, which took place July 16, was no exception.

Southern President W. Graham Claytor, Jr., announced that the system's consolidated net income for both the second quarter and the first half of 1970 was the highest in the company's history. Second-quarter net of $15.3 million was 28.2% above the $12 million earned in the comparable 1969 period. Earnings for the first six months of $27.7 million were up 19%.

Conceding that the improvement reflected, in part, reduced Federal income taxes resulting from fast amortization of equipment (permitted under the Tax Reform Act of 1969), Claytor nonetheless found it to be a "heartening sign" that the economy might be turning the corner.

Anticipating the questions that are in the front of all analysts' minds as they contemplate the Penn Central ruin, Claytor noted that the Southern consolidated system currently has liquid resources of $93 million and working capital of $36 million, "more than ample . . . at this time."

He said Southern has budgeted $121 million for capital expenditures in 1970 and "so far we plan to stick with the budget. We are building for the future. When you cut your capital program back, you are in that much poorer shape to do the job that needs to be done." Of the $121 million, $90 million is for cars and locomotives.



Claytor said "there will not be another rate increase by the southeastern roads this year"—but he added: "There will undoubtedly be another increase requested around the first of 1971 after we have had time to study the effects of wage increases, inflation, and trucker settlements."

As for Penn Central, Claytor said firmly that its trains will not stop running: "One way or another, it will not be permitted to happen." He expects "some enactment this session" by Congress that will help keep other roads from going under.

In reply to a question, he acknowledged that "small roads adjacent to Penn Central" could be imperiled by failure of the bankrupt carrier to pay interline charges. PC owes Southern only $1.1 million in such charges, accumulated during the month of May. "It may be a year of two, but we will be paid."

UTU's Luna notes pluses–and minuses–for the industry

United Transportation Union President Charles Luna had the olive branch in one hand and the sword in the other, in giving his view of the railroad industry to the Brotherhood of Maintenance of Way Employes convention. Among other things, he touched upon the Illinois Central/UTU JOBS Commission agreement, the state of M/W operations, and railroad diversifications:

—On JOBS: "The days of our standing around with our head in the sand are over. We have to try innovations. It's good to have some of the finest work rules going, but if there are no jobs to apply these work rules to then they are useless. We must realize that in certain instances in order to attract new business certain rules might have to be changed. At the same time we should also realize that the people involved must be served and protected."

—On M/W: "Railroads think it is a practical thing to save $5,000 in maintenance and then have to spend $500,000 for an accident caused by poor maintenance. . . . Maintenance is so shabby that nothing short of complete rebuilding would put some of our track into halfway-decent shape."

—On diversification: "I am as sure as I can be that railroads are going to follow a policy of pulling as much as they can out of railroad plant and sinking it into diversified industry. After they have done that, all that will be left is a shell, and they will then tell the government to take the railroads and run them if they want to."

BMWE President Harold C. Crotty said union's current concerns are mergers, abandonment of branch lines, and "constant erosion of maintenance-of-way forces by technological change and mechanization of work procedures."

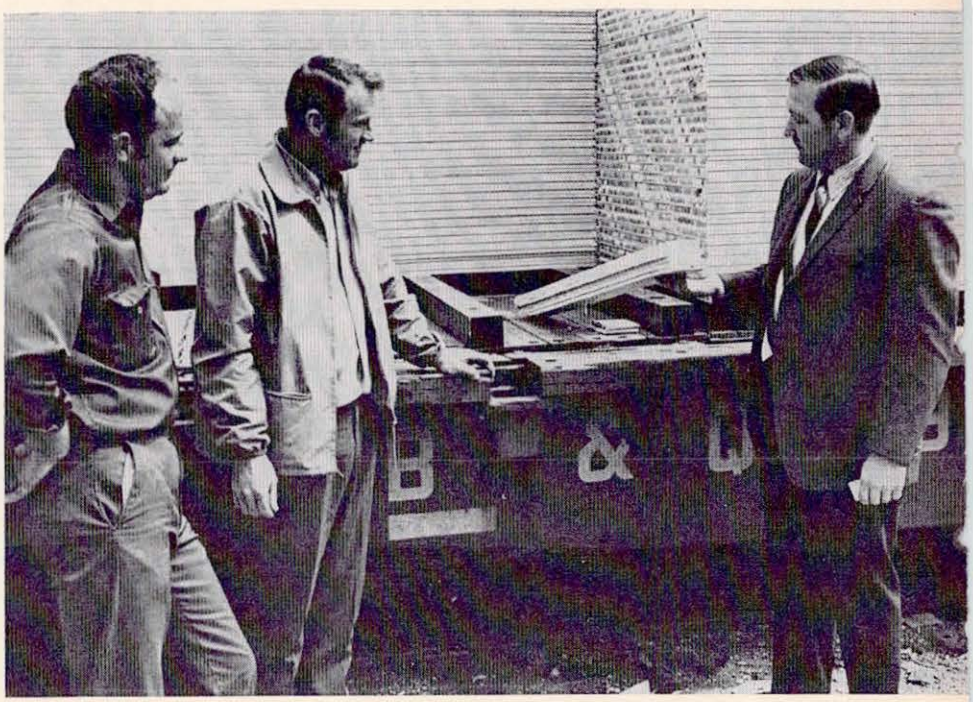
NEWS

IC inaugurates "sludge special"

It's no "Panama Limited." But the Illinois Central train that pulled out of Chicago recently on its maiden trip could in many ways loom larger in IC plans, and certainly in profitability.

This particular 36-car train is to perform the less-than-glamorous chore of hauling 6,000 tons of sludge daily from a sewage-treatment plant near Chicago to an Illinois farmland area near Arcola, 175 miles to the south. Dubbed the "sludge special", the train will be made up of 20,000-gallon tank cars supplied by North American Car. Soil Enrichment Material Corp. (SEM CO), has a one-year contract with the Chicago Metropolitan Sanitary District to haul out 375,000 tons of sludge at a cost of $1.3 million.

The sludge removal program, called "the first of its kind" by a sanitary district official, should open up two of the sewage treatment plant's 30 collection lagoons. Rich in nitrogen, phosphate and potassium, the sludge's quality compares quite favorably with that of commercial fertilizer.



BN, USG solve a shipping problem

Sometimes, the better ideas are the simpler ones, as Burlington Northern, United States Gypsum and a Roselle, Ill., building materials supplier might testify. The idea: Use permanently-attached wood risers instead of wallboard dunnage in flat-car shipment of gypsum wallboard. Standard procedure had been to use wallboard strips as spacers between the bottom sheet of a wallboard load and the flat-car deck. But James Williams, president of Roselle Building Materials, had a better idea; BN followed through; and the result has been that (1) car unloading time has been reduced, while (2) the problem of disposing of the noncombustible wallboard dunnage scrap has been eliminated. This disposal problem wasn't exactly a minor one: A standard-dunnage operation produced a truckload of dunnage for each four rail cars, and this kind of operation was adding about $5,000 a year to Roselle's wallboard handling costs. Checking the new and the old in wallboard handling practices are Williams (right, above) and two of his yard employees. USG originates the wallboard loads at its facility at Sperry, Iowa.

Examiner approves UP/RI merger

An ICC examiner has recommended that the Chicago, Rock Island & Pacific be merged into the Union Pacific and that the Rock Island's southern half be sold to the Southern Pacific.

Seven years have elapsed since the merger plan was first proposed in May 1963. Lengthy arguments before the ICC and a determination as to whether the Milwaukee can be included in the merger are still in the offing before the plan can take effect.

ICC Eaminer Nathan Klitenic rejected the bid of the Chicago & North Western to take over the Rock Island, which contemplated a corollary plan whereby the Rock Island's southern half would be sold to the Santa Fe. He also recommended that ICC deny the requests of other systems to be given specific lines and trackage rights in the merged system. These were the Denver & Rio Grande Western, Kansas City Southern, Soo Line, Western Pacific, Northern Pacific and Great Northern (which have merged in the Burlington Northern). Similar requests by Katy and Fort Worth & Denver were upheld.

The merger plan has been fiercely contested, involving as it does extension of UP's lines from Kansas City and Omaha to Chicago, Minneapolis-St. Paul and St. Louis. Chicago & North Western has been a principal beneficiary of UP interline movements to these cities. SP's acquisition of the southern portion of Rock Island would give it an entry to Kansas City from Tucumcari, N.M.

Rock Island Chairman and President Jervis Langdon, Jr., who has insisted his line cannot survive without a merger, expressed satisfaction with the decision.

"Hopefully, the railroads involved in this litigation can now compose their differences and, before the case is submitted to the ICC for a final decision, reach a general agreement, using the examiner's recommendations as a base," said Langdon.

Rules eased for "run-through" trains

Power Brake Rules of the Federal Railroad Administration have been altered so that interchange of "run-through" freight trains should be expedited in terminal areas. Examiner Robert R. Boyd has recommended, however, that this change should be only an interim phase of a more extensive revision of FRA's brake regulations in the light of increased operation of interline trains with pooled locomotives and cabooses.

The new requirement in the Power Brake Rules resulted from petitions of roads operating trains through New Orleans for relief from a mandatory air brake test at the actual point of interchange. Involved were through trains of Southern Pacific and Southern and of SP and Louisville & Nashville between Houston, Tex., and Birmingham, Ala.; and trains of Missouri Pacific/L&N between Houston or Fort Worth and Montgomery, Ala. In each case these trains operated in both directions between the Avondale, La., yards of SP or MP and the New Orleans yards of Southern or L&N. Actual road-to-road transfer took place at intermediate points on these terminal area runs; the longest is under 16 miles.

A footnote to 49 CFR 232.12(3), applicable to run-through trains, now specifies that regardless of the number of carriers involved in one terminal area, only one initial terminal (or interchange) air brake inspection and test need be performed—but that this must be at a point where there are qualified inspectors and where adequate car repair facilities are maintained. A certificate of testing shall then be completed and distributed as FRA directs. If the road-to-road transfer does not take place where the initial test is performed, it is only necessary there to determine that brake pipe leakage does not exceed 5 psi per minute and that a 20-psi service reduction is applied and released successfully at the rear.

Examiner Boyd observed that both railroads and unions supported the concept of the run-through train and that clearly the "run-through trains would be in the public interest provided they are operated with safety."

Lines on Labor

GUS WELTY

IT'S OPTION TIME AGAIN . . .

Some years ago, this reporter chanced to be prowling the corridors in the headquarters building of one of the operating unions and, strictly by accident, there was this collision with one of the union's sharp, youngish vice presidents. Conversation ensued. And since this was at the time when the Presidential Railroad Commission was considering its work-rules report, the question was inevitable: "Sir, what will you do if the PRC decides against you?" The sharp, youngish vice president pondered it for just a moment. Then he replied. "We have these options," he said. "Punt. Prayer. Or suicide."

BUT WHAT OPTIONS ARE OPEN ON FIREMAN-MANNING?

Years have passed, since that dialog took place. Years have passed, times have changed. But the railroads and the United Transportation Union(E)—successor to the Brotherhood of Locomotive Firemen & Enginemen—are still arguing about employment of firemen. And the options don't seem to have changed much either. One of today's knowledgeable observers also uses the terminology of the football field to sum up the situation as an emergency board completes its work in the dispute: "You play the game by the rules. If the rules say you're entitled to four downs, you get four downs. And this is fourth down coming up." You could infer that this observer doesn't think UTU(E) will make the necessary yardage. Which brings us back to "Punt. Prayer. Or suicide."

WHERE WILL IT ALL END? AND WHEN? AND HOW?

It's unfair as well as inaccurate to carry the "game" analogy too far. UTU(E) is engaged in a deadly serious business—a kind of warfare in which the only battle that counts is the last one. Old-line BLF&E people in UTU(E) have never stopped dreaming of victory in that "last" encounter, and the constitutional structure of UTU permits them that dream. But what the constitutional structure permits, logic doesn't. So what happens? Well, management cannot force UTU(E) to abandon the fight. The findings of impartial fact-finding boards have had little effect on BLF&E/UTU(E) thinking, and Congressionally-imposed arbitration only served to suspend hostilities, not to end them. But inevitably, you come to a conclusion—which is that rail labor itself, UTU itself and its members, will at some point rebel against the continuation of a war which is (1) increasingly unpopular, (2) financially and psychologically costly, and (3) impossible of victory. UTU's stake, the dues-paying rail employee's stake, is in the future—not the past. And it seems thoroughly reasonable to expect that someday, sometime, somehow, that fact will come home to those fighting to restore yesterday.

Now speeding piggyback and container handling at the Penn Central Railroad Yard in Chicago, two new 40 ton PACECO TRANSTAINERS® have 360° rotating trolley and seventy-four foot span capable of straddling two roadways and two railroad tracks.

New Features for Maximum Performance

No other mobile straddle crane can match the versatile performance of the new TRANSTAINERS®

Rotates Piggybacks or Containers End-For-End
Loads on/off in any direction to minimize flatcar switching and provide fast hookup to trucks. Trolley rotates total of 360°.

Maximum Visibility for Operator
Exclusive cab-on-trolley saves time and manpower. Operator rides with load at all times for faster duty cycles.

Handles 20′ Thru 40′ Containers or Piggybacks
Expandable lifting spreader handles top or bottom lifts for piggybacks or containers in any lengths from 20′ thru 40′.

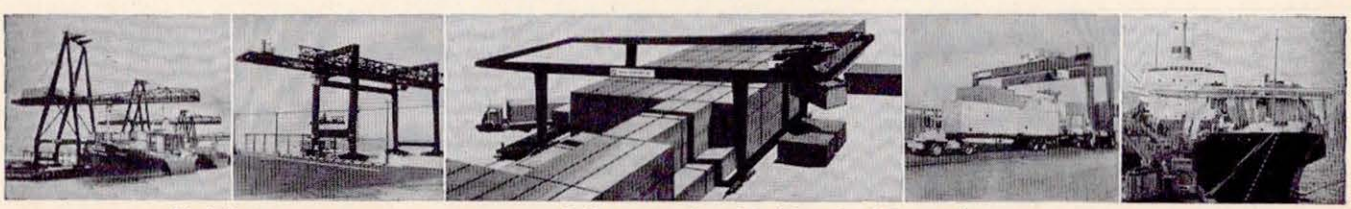
And Many More Exclusive Features for Load Control and Steering
Give us a call or write for further information. Our terminal systems engineers are available for consultation.

PACECO
Container Systems Division

Dept. 19C ■ **Alameda, California 94501** ■ **Telephone: (415) 522-6100** ■ **Telex 335-399**

PACECO equipment is also built by the following: **Canada**—PACECO-CANADA, LIMITED **Europe**—PACECO-VICKERS LIMITED
Australia—VICKERS HOSKINS PTY. LIMITED **Japan**—MITSUI SHIPBUILDING & ENGINEERING CO. LTD.

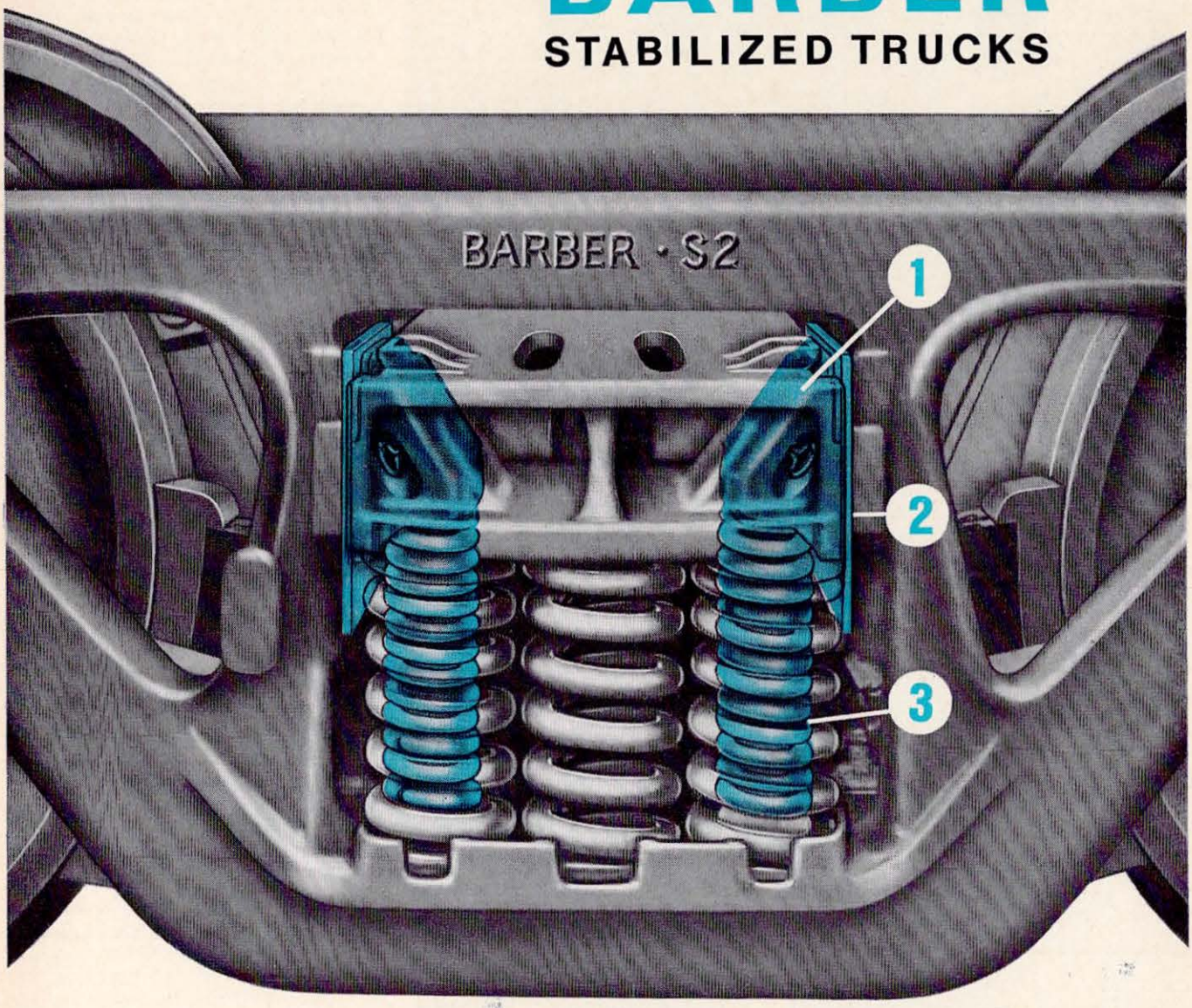
PACECO is a division of **FRUEHAUF** CORPORATION



Portainers **Rail-mounted and Rubber-tired Transtainers** **Shipstainers**

Circle 26 on coupon page 45

THREE FRICTION ELEMENTS ABSORB ROAD SHOCK IN BARBER STABILIZED TRUCKS



1 THE BARBER FRICTION SHOE—an extremely durable iron-alloy casting with large bearing areas.

2 BARBER HARDENED STEEL WEAR PLATE—bolted or welded to the column for long-wearing service.

3 THE BARBER PRELOADED SPRING—single or double—actuating support for the friction casting.

Specify BARBER research, design, engineering and experience. Get low initial cost, lower maintenance cost, maximum control and long service life.

"Talk to the Man from Barber"

BARBER STANDARD CAR TRUCK COMPANY
CHICAGO • PHILADELPHIA • MONTREAL

5429

Circle 8 on coupon page 45

Unit trains are key link in HUD's

HOUSING BY THE TRAINLOAD

Modules for 14 complete townhouses are aboard, en route via Erie Lackawanna/ Southern on 1,000-mile run from Avon, N.Y., to Corinth, Miss.

HUD may mean Housing and Urban Development to most people but to certain railroadmen and to Stirling Homex Corporation it also means "How U Deliver"—how you deliver completed modular units of housing economically, over long distances.

Corinth, Miss., was the stage; Southern and Erie Lackawanna the stars in a dramatic performance when an 18-car train pulled into town. Aboard were 56 pre-assembled modules for 14 complete townhouses. They are to provide permanent housing for victims of an April 19 tornado which left 130 of the town's residents homeless.

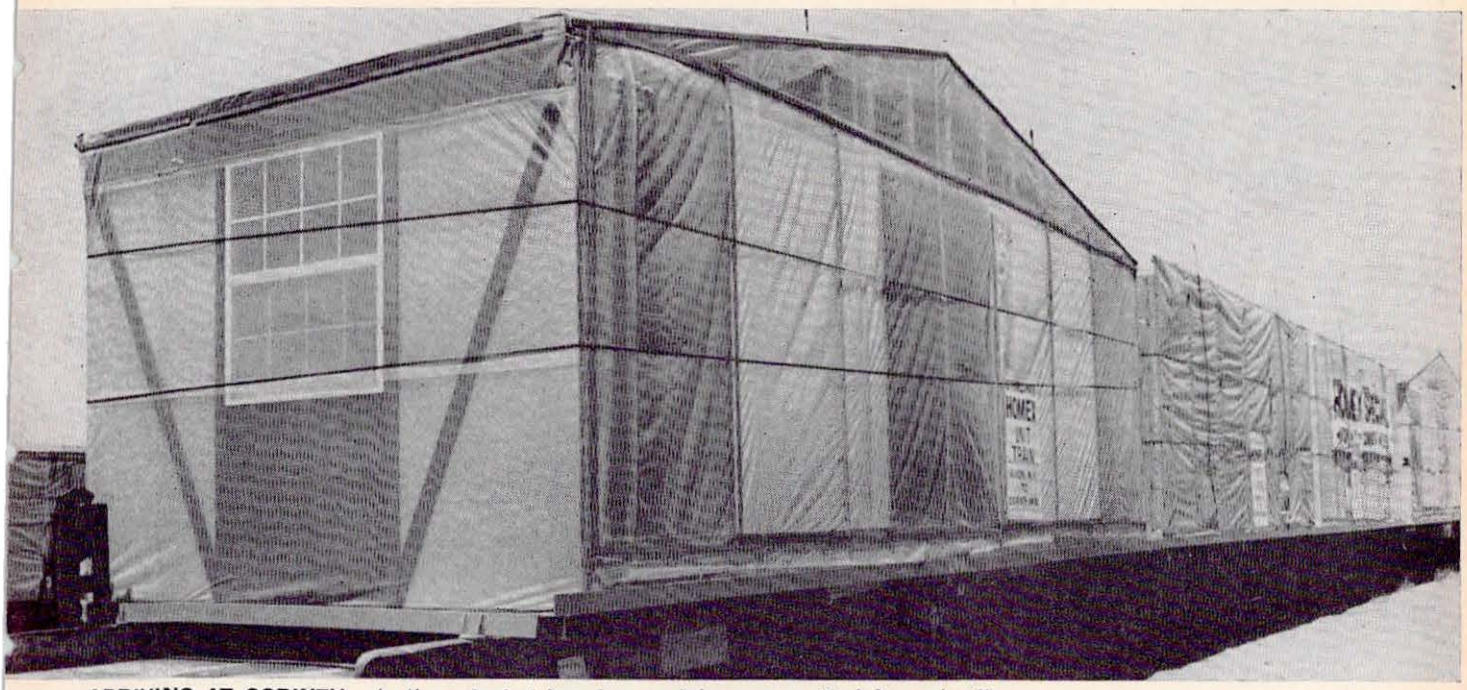
The significance of this transportation accomplishment may be appreciated when viewed in light of national requirements forecasting an absolute minimum of 27,000,000 new housing units for construction during the next ten years to meet the demands of population growth, urban renewal, slum clearance and other factors.

HUD has created Operation Breakthrough to encourage low cost housing through new systems and technology. Stirling Homex was selected to supply 33 units as part of HUD's project at Corinth. Stirling Homex has already provided about 7,500 modular units for housing near its headquarters and plant at Avon, N. Y., a point on the Erie Lackawanna 18 miles south of Rochester. Virtually all the units had been transported by flat bed truck except for a few experimental rail shipments.

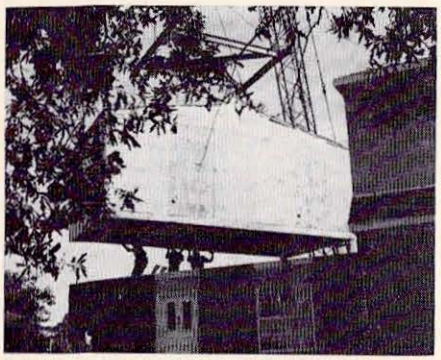
When the need for emergency housing arose in faraway Corinth, almost a thousand miles from Avon, Stirling Homex quickly looked to the railroads. A fleet of specially equipped cars and unit-train operation provided the answer that made the move economically feasible. David Stirling, Jr., chairman of the manufacturing firm, says the cost of shipping the houses this distance by rail is approximately 50% less than by highway. Judging from earlier tests on the shorter run to Akron, savings by rail are indicated at 20% to 25%. Thus, rail service has, in effect, extended Stirling's market to virtually all of North America.

The recent Corinth move was the first of two unit trains to that point. The cars were to be unloaded, and returned within 24 hours. A second train, this time with 25 cars and modular units for 19 homes would make the run. Stirling Homex has leased 25 85-ft flat cars from North American Car and has equipped them with special frames. Test runs were made with 89-ft Trailer Train flat cars. The modules load 12 ft

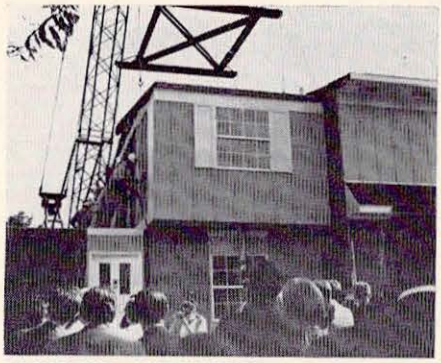
Operation Breakthrough



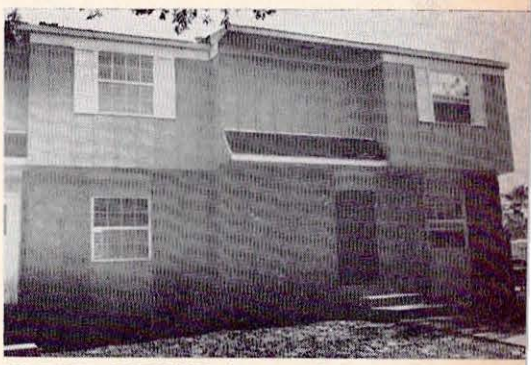
ARRIVING AT CORINTH, plastic-protected housing modules are spotted for unloading.



ONLY HOURS OFF THE FLATCAR, a second-floor module is lifted into place. A total of 130 modules were involved.



PLUMBING AND WIRING, installed at the factory, are connected. Cost of rail shipment is about 50% under truck cost.



INSTANT HOUSING is completed while the unit train which delivered the modules is still on its return run.

1½ in. wide, exceeding minimum clearance limits.

One advantage of the unit-train operation is that it keeps the shipments off local freights that normally handle high-and-wide shipments. Since the cars also exceed clearances when moving empty because of the special frames, cars handling individual shipments would also have to return in local freights. If this traffic grows as many anticipate, however, Southern says it would design a frame that would retract to normal clearance limits for the empty return move. Future car design might also provide for handling trailers or containers on return moves.

Stirling plans to increase its capacity at Avon to double output. It will probably acquire 25 additional flat cars in the near future, and maybe 100 or more in the long run. Ultimately, Stirling may spot production facilities at other rail points around the country.

To demonstrate the Stirling Homex units at Corinth, a tornado-wrecked house was levelled by bulldozers while the train was en route from Avon. The day before its arrival the concrete slab foundation was poured. The evening the train arrived, and the day before the special ceremonies, two units were unloaded, transported to the site, and erected before midnight. Mississippi's Governor Williams, who was present at the ceremonies, stated he wouldn't have believed it if he hadn't seen it. UTU President Charles Luna, who could not be present, had a message delivered to the conductor of the unit train in which he called the total effort a "significant transportation accomplishment." Southern's President Graham Claytor had a message praising all those who cooperated to make this phase of Operation Breakthrough possible. Claytor called it "a boon to railroads and their employees alike." Southern wants to explore further, he said, opportunities for making the railroad increasingly useful to the housing industry. "We are making money for ourselves and contributing to the public interest, too," he told Railway Age.

George Romney, HUD Secretary, said: "This is one of the most significant train shipments of the century, and certainly proves and justifies the goals of the Operation Breakthrough program." ■

TOMORROW'S RAILROADS IN **ACTION**

BN's employees help make

By **GUS WELTY,** Senior Editor

Employees and their organizations can make—or break—a railroad merger. At Burlington Northern, the accent is on "make." That is one reason why BN has had relatively little post-merger agony in the management/labor area.

Pre-merger negotiations took five years. They involved almost continuous talking with 90 separate union entities. They ended with rail labor in unequivocal support of BN merger.

BN President Louis W. Menk sees major gains for both employees and railroad, stemming from the protective and implementing agreements now in force: "Our employees will enjoy a level of employment security which is unprecedented in American industry. The merged company, in turn, will function with a freedom from union restraint which is of a degree unknown in railroading for almost a century."

● **Bases for agreement.** In negotiating merger-related labor agreements, BN people established certain principles—and were successful in sticking with them.

For Example:

—BN roads recognized that in a merger the problems of all crafts are not the same. BN negotiated with its organizations separately, or in small groups, and did not attempt to deal with all unions, collectively and simultaneously.

—In other mergers, protective agreements had been negotiated, and then management and labor stalled on negotiating implementing agreements. BN roads tied the two together, in an attempt to leave as few problems as possible hanging over after M-Day.

—BN roads wanted consolidation of seniority districts, and they got it. After merger, for instance, 28 train-service districts on the Northern Lines were merged into five. The Brotherhood of Railway and Airline Clerks had more than a thousand districts, by location and department. Now, there are six BRAC districts on the system, four line and two general office. Shopcraft unions switched from a point-seniority basis to a district-seniority setup.

—Merging of rosters was to be left

"The employee must be a participant in our growth . . ."

BN President Louis W. Menk is not a mincer of words, nor a pussyfooter, when he has something on his mind. BN's labor relations, in connection with merger and as a continuing thing, have been much on his mind. And this is what he has told BN's line managers:

"It will be the policy of Burlington Northern to maintain its relations with the labor organizations in a manner which is constructive, which is effective, which is enlightened and which is conducted on the highest ethical level. There is no place in our organization for an officer who is high-handed, unfair or sharp in dealing with the representatives of our employees.

"The primary responsibility for labor relations rests with local supervision.

"One of the main objectives for the labor relations organization we have in this vast new company is to maintain the local-officer/local-chairman relationship. The regional labor relations officers are here to counsel you and to be your liaison with the system office, not to do your job for you.

"Local issues should be settled on a local basis. If an employee has not received a payment to which he is entitled under his collective agreement, this should be corrected locally. Our employees should not have to look to St. Paul to receive what is rightfully theirs.

"I am convinced that poor labor relations inevitably grows out of distrust. No matter how difficult a problem may be or how sharply divided people are over an issue, the officers of Burlington Northern should always conduct themselves in such a way that they will be trusted.

"I have been in this game long enough to know that the employees and their representatives do not seek to benefit from an industry which is crushed by burdens it cannot bear. Nor do they expect to benefit from an industry which is stagnant. Just as we do, they want the railroads to grow and prosper—but the railroad employee must be a participant in our growth, not a victim of our prosperity. Because of this, collective bargaining is becoming a process of mutual problem-solving.

"Burlington Northern will be committed to the problem-solving technique in labor relations. This will be the cornerstone of our labor relations policy."

the merger work

to the organizations, and the organizations did their job reasonably well. There have been a few problems, a few lawsuits filed. But even those employees who go to court recognize that their quarrel is not essentially with BN. And general chairmen, op and non-op alike, agree that a majority of employees is satisfied with the new roster alignments.

—Labor-relations people decided not to press for a pre-merger cut-off date for protected employees. Studies of agreements on other merging roads convinced them that a cut-off date would be impractical, that it might create a barrier to negotiation on other issues, and that it would likely have to be changed and updated anyhow.

—In looking at other merger agreements and at the Feb. 7 job-stabilization agreement, BN saw the possibility of trouble (and soaring costs) if it followed old patterns regarding payment of severance to employees who refuse to accept new assignments or transfers. Penn Central, one BN officer says, reportedly had protective expenses of tens of millions of dollars in its first year. A large part of this was in severance. BN told the organizations that in its agreements there would be no provision for severance except at the company's option. And that's the way the agreements were written.

—In every merger, there has been the problem of applying previously-existing schedule agreements for operating employees. As one labor-relations officer puts it, "In some mergers, each man carries the old agreements on his back—and you've really got problems." BN and the road-service organizations agreed on a "predominant miles" formula to work for all situations. In yard operations, the organizations representing yardmen agreed that BN could designate which schedule would apply to each crew.

—In negotiating new schedule agreements, BN people have been aware of the need (1) to make their proposals attractive, and (2) to avoid getting hit with the most restrictive rule available on every subject. Consequently, BN has been including a number of items long wanted by the employees—such items as sick leave, jury-duty pay, funeral leave. At the same time, agreements have required that schedule negotiations involve only existing rules, with no new demands permitted. And BN has not been hit with the "worst" rules.

● **Both sides satisfied.** How have BN labor negotiations worked out? Perhaps the best indication is this: If you talk with Vice President-Labor Relations T. C. DeButts and with a representative sample of general chairmen, you find neither Tom DeButts nor the union officers able to come up with a single significant example of "I'd do it differently, if I had it to do over."

To be sure, there are problems. One of the biggest, right now, is the on-time payment of guarantees. It's the biggest gripe the general chairman have, reflecting the gripes they get from the field. But brotherhood officers are aware that DeButts and his staff are doing everything within their power to speed up handling claims and processing payments.

● **On the lighter side:** There have also been a few lighter moments. In the hectic days immediately before merger, the labor relations staff discovered that planned general-office merging would violate a 45-day notice-of-change provision in the agreement covering the Brotherhood of Railway and Airline Clerks. Tom DeButts did some quick telephoning and got things straightened out with BRAC—by agreeing to pay $3 per day for each day BN was short on the required 45 days. Now, DeButts observes wryly, "Nobody seems to want notice. They all want the $3."

Then, there was the matter of yard crew assignments. The former Northern Pacific, DeButts recalls, had a daily markup; the former Great Northern worked on a bulletin and assignment basis. People were getting to work all right, he says—"but sometimes it was a little hard to figure exactly how they got there."

Negotiations with the Brotherhood of Locomotive Engineers also took an odd twist. As company and union negotiators sparred in the early days, BN-road labor relations people found the BLE agreeable to helping BN become an efficiently-run property. They also found the BLE deeply concerned with one particular aspect of merger: Relocation expenses for employees transferred. So, the companies and the union agreed on an option plan: (1) BN would pay an employee 25% of the fair market value of his house plus allowances based on length of ownership, and let the employee keep the house; or (2) BN would take over the house with payment of 100% of fair market value plus allowances. Thus far, DeButts says, this principle has been applied only in the case of exempt-employee transfers, about 600 of them. And in almost every case where a house has been involved, the employee has elected to keep his house and take the 25% plus.

● **Attitudes are excellent.** DeButts is a little amazed and a lot gratified at the attitude which employees and their representatives have displayed. He talks of the cooperation between the Brotherhood of Railroad Trainmen, the Switchmen's Union of North America and the Order of Railway Conductors & Brakemen in the days when they were still separate organizations. He talks of the way in which the ops agreed to handle operations in the St. Paul/Minneapolis terminal area—by setting up a through movement between the former Burlington's Dayton's Bluff Yard east of St. Paul and Minneapolis, and by permitting inbound crews to set out and outbound crews to pick up as they move through the terminal. With elimination of many transfer runs and the adding of flexibility to crews in the terminal BN is realizing some savings—but, as DeButts points out, the main advantage is that the agreements permit "a tremendous service improvement."

DeButts can rattle off a long list of such plus factors—including the way in which employees have agreed to voluntary transfers from surplus-manpower points to distant points on other new seniority districts where operating people are in short supply, and the way in which BN was able to set up opposing crew pools in the Spokane/Pasco area, and the way in which employees are reacting to the guarantee-vs-work situation. "Almost without exception," he says—with a touch of pride—"our

people want to work, rather than sit home and collect their guarantees."

● **First, there was the BLE.** For all practical purposes, DeButts will say, labor relations efforts on the merging properties were fully coordinated about four years ago. The agreement with the BLE came first. Agreements with the Clerks and the Trainmen and many other non-ops came along in good order.

Negotiations with the shopcraft unions were the most difficult—partly because the BN roads were dealing with about 20 individual general chairmen. In this one case, management did not get a time limit placed on negotiation of an implementing agreement—but it did get an arbitration clause which it finally used. And once BN served notice of intent to arbitrate, the shopcrafts decided to settle.

From all indications, BN has been successful in holding the line on merger-related, job-related costs. There was a one-shot expense of about $3.5 million for moving and real-estate costs for officers and exempt employees. But job-protection costs for March—M-Month, and probably the single highest-cost month—added up to less than $300,000.

In staffing his operation, DeButts picked his men with care. He has two former operating-union officers helping to administer the agreements. He has five men in St. Paul whose responsibility is overseeing guarantees and related matters. "We figured that if we were able to pay claims promptly and fairly," DeButts says, "the employees would see that Burlington Northern is for real—and this could make all the difference in the world."

DeButts also was determined that his operation would be strong in the field. Result: Six of the department's top people have been assigned as regional managers-labor relations. Their job is both advisory and administrative—and it includes establishing and maintaining "friendly and constructive relationships with all union local and district chairmen."

BN seems to have held the line on merger-related, job-related costs

● **Labor wanted BN to be a winner.** On the union side, BN is seeing develop the kind of approaches it had hoped for.

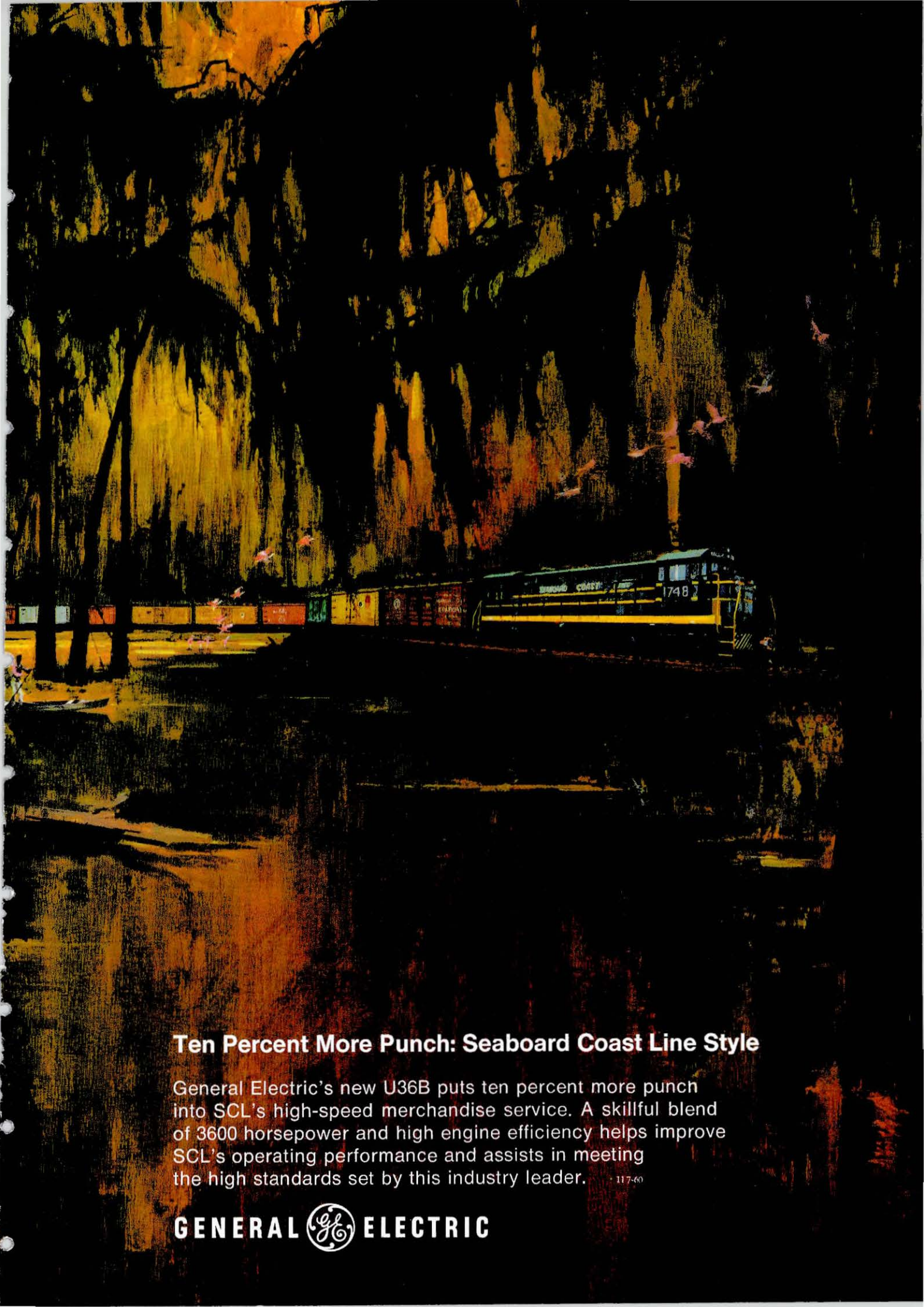
If you talk with general chairmen—R. W. Jackson of the Machinists, or A. M. Strommen of the UTU(E), or M. M. Winter of the UTU(C), for example—you get the feeling that employees and their officers are as interested as Tom DeButts and BN's other managers in making merger work.

The chairmen will point out that they and management have agreed to hold off on certain day-to-day problems in the interest of clearing up merger-related problems first. Generally, they agree with one officer's comment that "Merger went off a lot smoother than we had anticipated." And they nod agreement to another observation that "You can sense a change in labor/management relations. Everybody's trying to cooperate. After all, the employees want this merger to succeed; they know it means money in their pockets."

The general chairman of one non-op organization recalls an earlier merger in western territory "that was a disaster for the employees. Many of our members found themselves on the industrial scrapheap long before their time. To date, Burlington Northern hasn't turned out that way."

And finally, another general chairman offers a comment that gets assent from all around the table: "If everybody lives up to commitments, there is the potential here to make this one of the best of railroad mergers." Tom DeButts might suggest one small change in that thought—to make it read *"The* best." ■

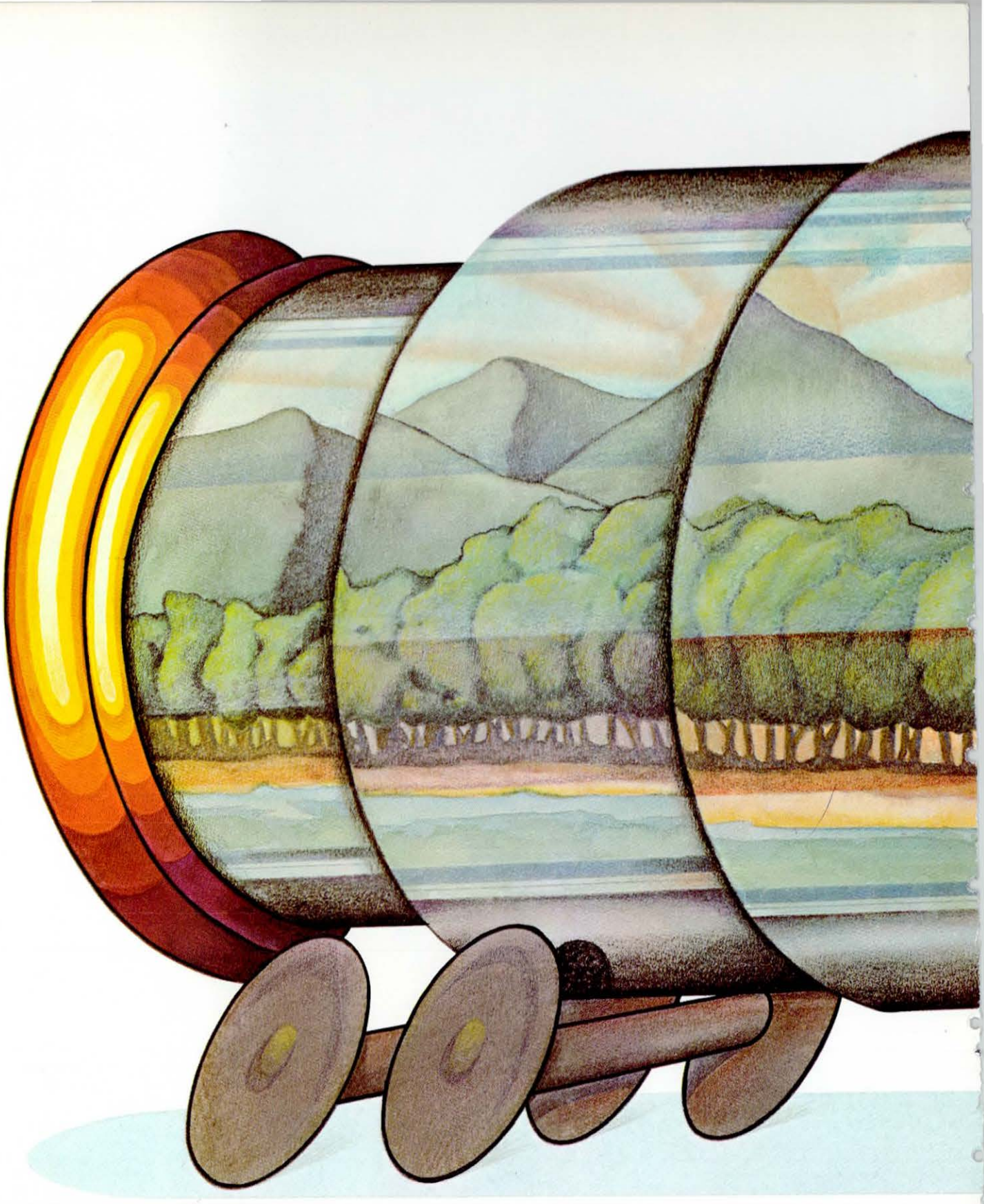
BEFORE AND SINCE MERGER, BN labor-relations people have maintained close liaison with union officers—as in this conference involving T. C. DeButts, vice president-labor relations (left), and two general chairmen, R. A. Parrish of BRAC (center) and M. M. Winter of UTU(C).



Ten Percent More Punch: Seaboard Coast Line Style

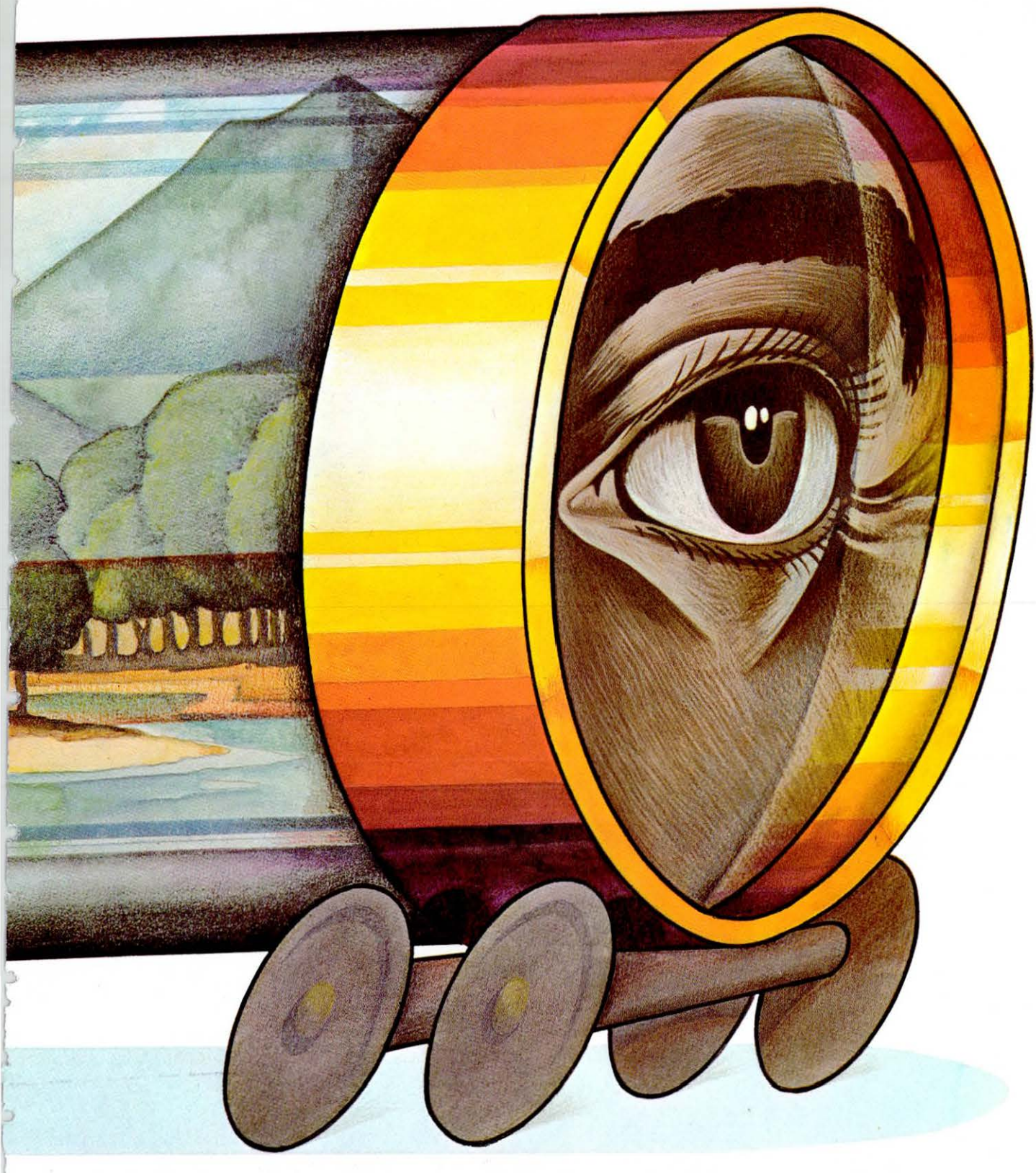
General Electric's new U36B puts ten percent more punch into SCL's high-speed merchandise service. A skillful blend of 3600 horsepower and high engine efficiency helps improve SCL's operating performance and assists in meeting the high standards set by this industry leader. 117-60

GENERAL ELECTRIC



Some people have a short view of covered hoppers. Take a longer look.

To grain people, the covered hopper car is a grain car. To chemical people, it's a chemical car. To potash people, it's a potash car. But to a railroad, these are short sighted views. While Pullman-Standard covered hoppers



come in a wide variety of sizes with options to meet particular shipping needs best, they are also built with traditional Pullman-Standard quality and production techniques that keep maintenance low and shipper satisfaction high. This combination of design flexibility and unequaled quality is reason to take a new look at our covered hoppers. Make it a long range look.

Pullman-Standard
WORLD'S LARGEST RAIL CAR MAKER
200 South Michigan Avenue, Chicago, Illinois 60604
A Division of Pullman Incorporated

TELETYPE

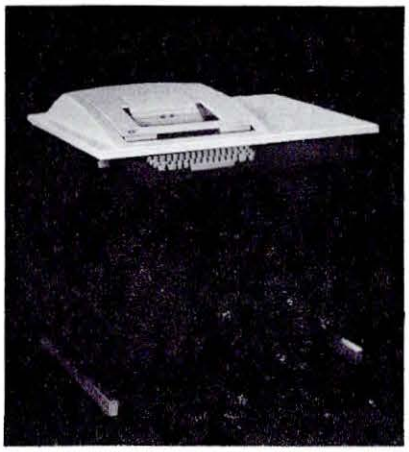
Mac's tractor traveled 2000 miles in a day-and-a-half

A routine move:
To all involved but Mac.
He has a job to do.
And can't make a nickel with
an idle tractor.
That's why he shipped by rail.

The railroad that handled Mac's logistic problem knows the money aspects of equipment utilization, too. It has over 80,000 cars. Teletype® equipment, linked to a computer by communications channels, helps generate the data needed to maintain tight operational control.

Some 500 Teletype high and low speed terminals are used in the system. Teletype solid-state terminal logic enables the computer to poll data from, and deliver processed data to, terminals throughout the system. Automatically. It also polices errors.

Wheel reports, car availability, types of goods each car can handle, locomotive power available, are but a few of the data answers delivered daily. And 30 million characters of data are handled every day.



THE NEED TO KNOW involves Teletype in some of the most complex aspects of railroading. Teletype equipment makes computer dialog easier. Faster. Helps put you on-line with greater economy. If you're looking for data communications ideas, equipment and understanding, talk to Teletype. You'll find no better source.

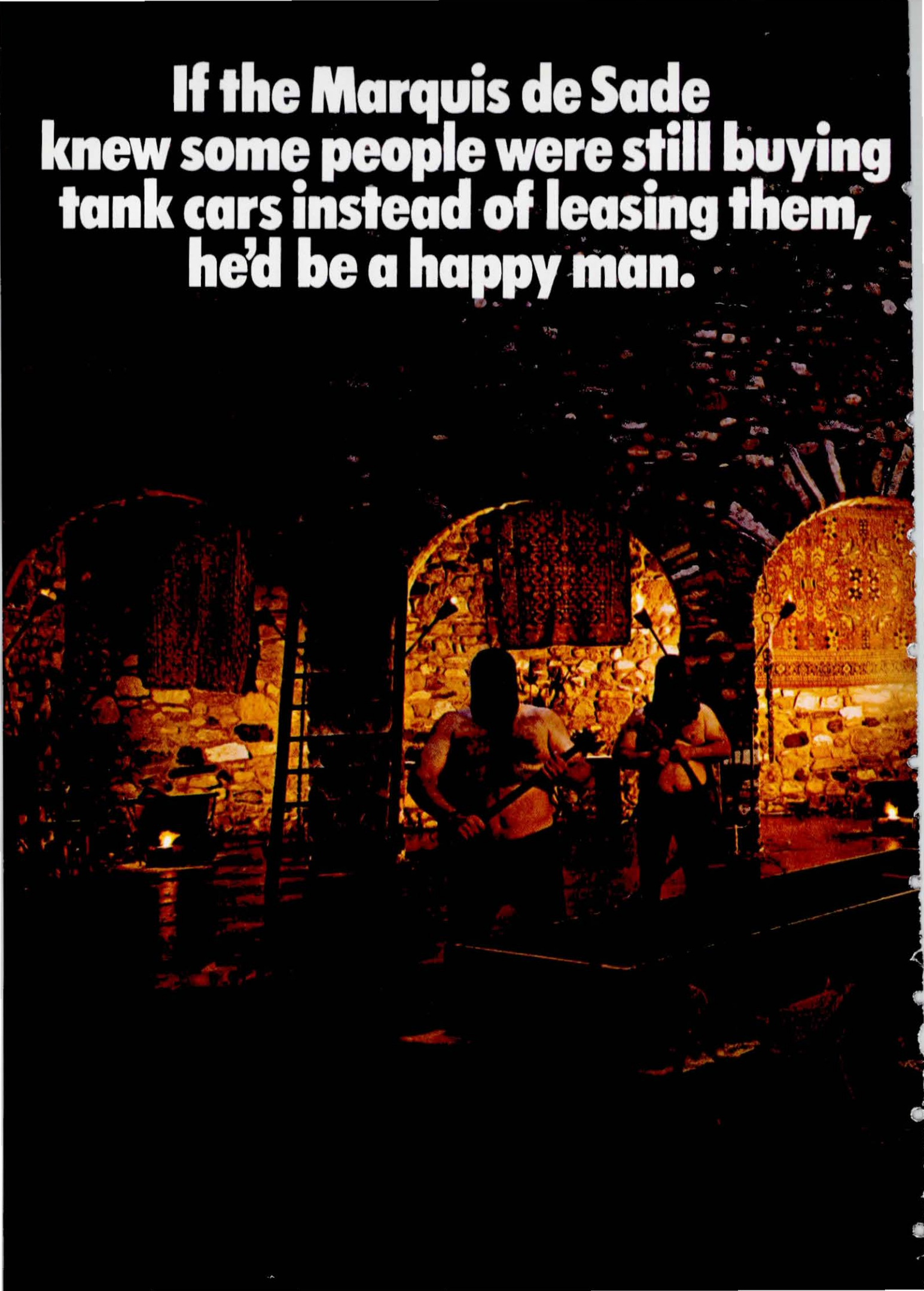
Teletype Inktronic® keyboard send-receive terminal

TELETYPE CORPORATION / *machines that make data move*

Teletype data communications equipment is available in send-receive capabilities of up to 2400 words per minute. Included are hard-copy, magnetic tape, paper tape terminals, error control devices, accessories and options to fit most data communication systems needs. For information, write: Dept. 82-9, 5555 Touhy Avenue, Skokie, Ill. 60076.

Teletype is a trademark registered in the U.S. Pat. Office

If the Marquis de Sade knew some people were still buying tank cars instead of leasing them, he'd be a happy man.



Any man who's still torturing himself buying tank cars in this day and age is a man after the Marquis' own heart.

But we, at GATX, have a better idea. We'd like you to lease your tank cars from us, instead.

That way, you won't be shackled by having all of your money tied up in owning equipment.

When you lease from us, your money's ready anytime a new business opportunity comes along.

You won't have to take on the expense of maintenance and repair bills when your cars need servicing.

When anything goes wrong with them, we'll straighten things out immediately.

You won't have to face the problem of selling the equipment when you're through with it.

When your lease runs out, your responsibility runs out with it. So as you develop new products, you can lease new equipment to move them.

And you won't be in the dark about mileage allowances and tax records any longer, either.

We make a fetish of accurate bookkeeping.

So if you're one of those wretched souls who are still buying tank cars instead of leasing them, call General American Transportation Corporation, fast.

Why prolong the agony?

GATX

GENERAL AMERICAN TRANSPORTATION CORPORATION, CHICAGO, ILLINOIS 60680.

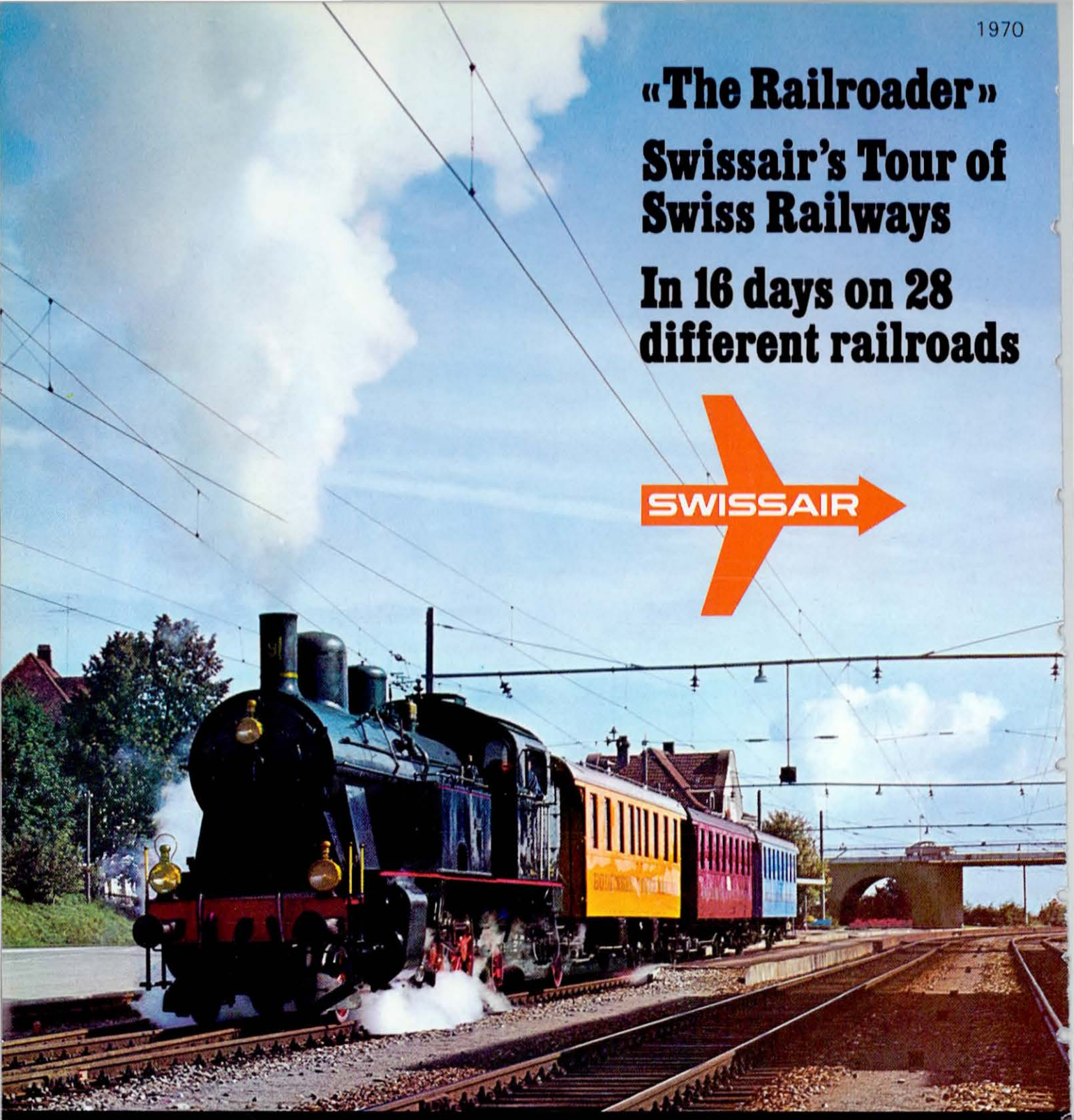
1970

«The Railroader»

Swissair's Tour of Swiss Railways

In 16 days on 28 different railroads

SWISSAIR



There's still time to join the world's most fabulous rail tour!

Departing New York Sept. 25. All-inclusive cost: $678.00.

Highlights: 28 railroad systems. . .7 stretches by steam operation. . .3 funicular trips. . .2 aerial cablecar trips. . .1 chairlift trip. . .5 boat trips.

KUONI TRAVEL, INC.
11 East 44th Street,
New York, N.Y. 10017

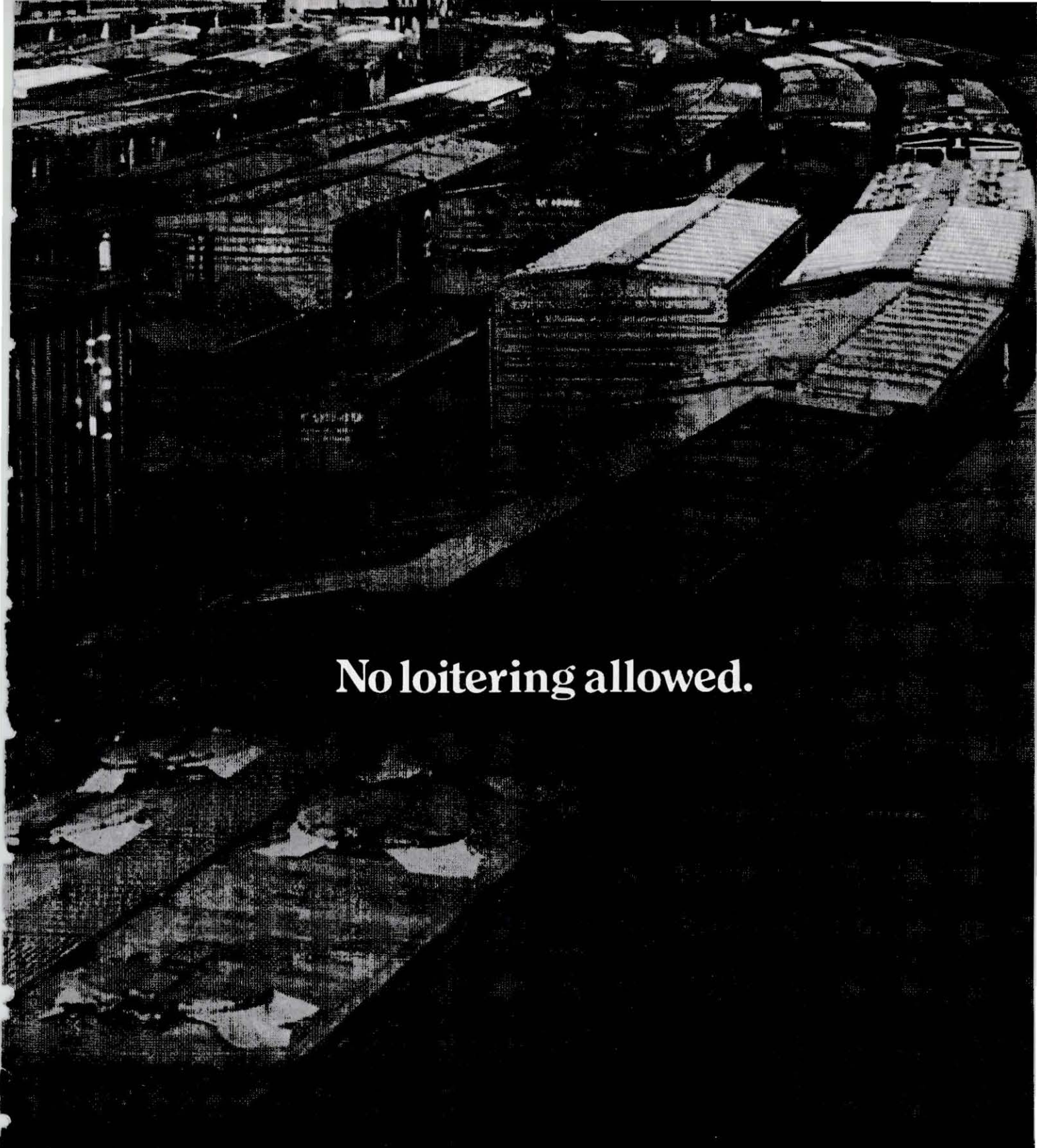
☐ Please reserve ____ spaces on "The Railroader" tour of Switzerland. My check for deposit @ ____ is enclosed. (Minimum $100 per person.)

☐ Please send full information about "The Railroader" tour.

Name _____

Street _____

City _____ State _____ Zip _____



No loitering allowed.

It used to be that when one of your cars went off to a foreign line, that's where it could stay for weeks.

So we got together with the Association of American Railroads (AAR) to work on a way to prevent that.

What we did was put the world's largest information network to work on one of the railroads' biggest problems.

And helped the AAR set up a computer-communications system (called TRAIN) that could keep tabs on up to a million cars in interline movement.

Today, the AAR is using our network in this important step toward better car utilization. And you can use it to do the same.

For details, phone your local Bell Company Communications Consultant. Or call our National Railroad Coordinator Bob Maher collect at (212) 393-3960.

The American Telephone and Telegraph Company and your local Bell Company are continually coming up with new ways to help keep your cars moving.

Instead of just sitting around.

The age of splendor is alive and living at Gotham Hotels. So if you're getting a bit weary of these ultra-modern concrete-and-neon structures where one feels institutionalized, take a break at one of our high-ceilinged, gloriously chandeliered, frankly traditional hostelries. You'll find them in the heart of the cities, often part of a city's heart. Luxurious, too, yet somehow like homes away from home. After all, once in a while shouldn't a man's home be his castle? You'll find Gotham Hotels at these convenient locations:

Mayflower Hotel—Akron, Ohio
Belvedere Hotel—Baltimore, Maryland
Fairfax Motor Inn—Buffalo, New York
Elms Motor Hotel—Excelsior Springs, Missouri
Lincoln Motor Hotel—Indianapolis, Indiana
Seelbach Hotel—Louisville, Kentucky
Dupont Plaza Hotel—Miami, Florida
Battle House Hotel—Mobile, Alabama
Gotham Hotel—New York, New York
Hyde Park Hotel—New York, New York
McAlpin Hotel—New York, New York

Gotham Motor Inn—Syracuse, New York
Cataract Motor Inn—Sioux Falls, South Dakota
Stonehaven Hotel & Motor Inn—Springfield, Massachusetts
Oklahoma Hotel & Motor Inn—Oklahoma City, Oklahoma
Fontenelle Hotel—Omaha, Nebraska
Riviera Hotel & Country Club—Palm Springs, California
Biltmore Hotel & Motor Inn—Providence, Rhode Island
Diplomat Motor Inn—St. Louis, Missouri
Warrior Motor Inn—Sioux City, Iowa
Tidelands Motor Inn—Tucson, Arizona
Allis Motor Hotel—Wichita, Kansas

GOTHAM HOTELS, LTD.

405 Lexington Avenue, Suite 630, New York, New York 10017
For reservations call hotels direct or dial toll-free 800-221-7265

Photo of Pittsburgh
by Ed Nowak

CF serves 46 of the nation's leading 50 industrial markets direct—including Pittsburgh.

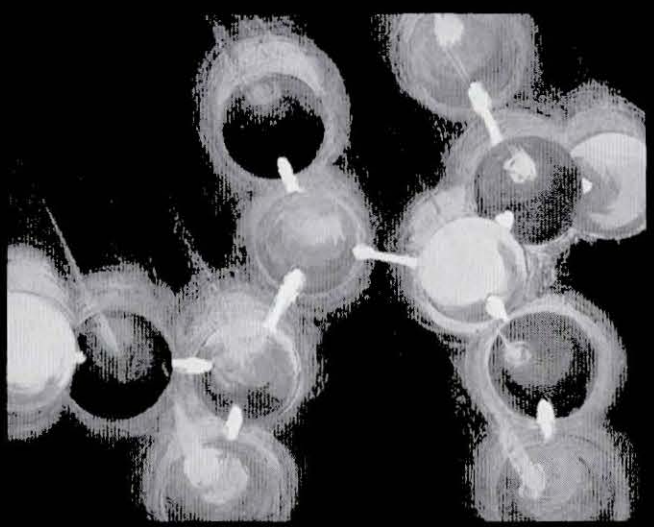
friendly

A Countryfull of Service means direct service by CF in virtually every region of America, with some 300 CF sales representatives on-the-spot for personal attention to your LTL requirements. Single responsibility like this is the key to reliable performance.

The LTL Specialists—with the people and the places to serve you better.

CONSOLIDATED FREIGHTWAYS

For a faster train reaction, ship chemicals via MoPac.



Hot shipments don't cool their heels at some rail siding when they're part of MoPac's Chemical Special. For liquid, dry, packaged or bulk elements, it's our "express" freight that shakes off delays and sidesteps switching to slice a time-saving 24 hours off the regular Gulf Coast-to-St. Louis schedule.

One section leaves Houston daily at 8:15 a.m., arrives St. Louis (Dupo) 1:30 p.m. next day. Another section leaves Houston at 11 a.m. each morning, arriving Chicago's Yard Center at 10 p.m. the next night in plenty of time to make early-morning connections to the East. Whichever section you choose, faster deliveries and returns mean that you'll deliver as much volume as before *with a probable reduction in your tank car inventory!*

So before you buy another tank car or miss an important delivery date because of traffic congestion, check with your MoPac representative. He'll tell you how you can hook on to our Chemical Special. It's the best way you'll find to solve your shipping problems in one swift move.

mo-pac
MISSOURI PACIFIC TEXAS & PACIFIC

Circle 15 on coupon page 45

Shippers size up ASTRO

The railroad industry's ASTRO report, calling for massive financial aid and regulatory reforms from the Federal government, is getting a mixed but generally favorable reaction in the shipping community.

In mid-July, Railway Age asked leading shippers to vote on 15 specific proposals contained in the ASTRO report (RA, July 13, p. 28). Eleven of the 15 won approval.

Not surprisingly, the biggest no vote went to the proposal for automatic annual rate increases to meet rising wage and operating costs. ("It would encourage management to agree to unreasonable requests at the bargaining table," asserted E. Sabba, traffic manager of Ametalco Inc., New York.)

Also turned down, by narrower margins, were proposals for a Federal Transportation Fund (21-23), a federally chartered freight-car corporation (21-22), and government guarantees for all equipment loans (17-27).

Like previous shipper polls, this one turned up less support for direct Federal aid than for such indirect assistance as that provided by the investment tax credit.

Proposals for regulatory reform—including minimum-rate de-regulation, the lowering of common-ownership bars, expedited merger procedures and creation of a single regulatory agency—won more handily.

● **Salvation—or nationalization?** A number of shippers continued to express concern that too much direct Federal aid could be a short-cut to government ownership.

Said Harry W. Deck, general manager, central transportation department, Armstrong Cork Co., Lancaster, Pa.: "I dread to think of a socialized railroad system in our country, and history has shown us that once the Federal government starts helping anyone financially, they soon follow with their own bureaucratic restrictions and/or edicts."

Whatever shippers think about the proposed reforms, they should make their views known, suggested Henry M. Karel, director of distribution for the Cleo Wrap Corp., Memphis. "It is time that the traffic managers and their companies exert the positive influence on those who can shape our transportation system and not piecemeal it to death," said Karel. ■

JULY TRAFFIC POLL

Are you prepared, as a shipper, to support the railroad industry's request for:

(1) A provision that Congress require the States to devote 10% of Federal highway trust funds to grade-crossing elimination projects? 31 Yes 13 No

(2) Creation of a Federal Transportation Trust Fund, out of which up to $400 million would go for track and structures improvements (in addition to the current level of expenditures for such improvements)? 21 Yes 23 No

(3) An additional $400 million in government-guaranteed loans for right of way improvement? 28 Yes 18 No

(4) Legislation to permit railroads to amortize the cost of grading and tunnel bores? 41 Yes 2 No

(5) Action by Congress to permit railroads to qualify for disaster relief on the same terms as highways? 38 Yes 6 No

(6) Government advance of the 20% down payment on new freight cars (to be repaid at 4% after five years), plus government reimbursing of interest rates exceeding 4% on the remaining cost of such cars (again, all such help only for acquisition of cars in excess of current levels of car-buying)? 23 Yes 22 No

(7) Government guarantees for all equipment loans? 17 Yes 27 No

(8) Creation of a federally chartered non-profit corporation that would acquire (under government guaranteed loans) a fleet of general purpose unassigned cars, particularly ordinary boxes, to help alleviate shortages? 21 Yes 22 No

(9) Reinstitution of the investment tax credit? 44 Yes 2 No

(10) Creation of a single transportation regulatory agency? 35 Yes 11 No

(11) Automatic annual increases in freight rates to meet higher wages and material costs? 2 Yes 45 No

(12) Selected removal of minimum rate control on an experimental basis to determine whether a general movement to deregulation is warranted? 27 Yes 19 No

(13) Congressional prohibition of statutory bars to intermodal ownership and controlled experimentation concerning the benefits of common ownership? 31 Yes 16 No

(14) Abandonment of any line which fails to meet its avoidable costs? 24 Yes 21 No

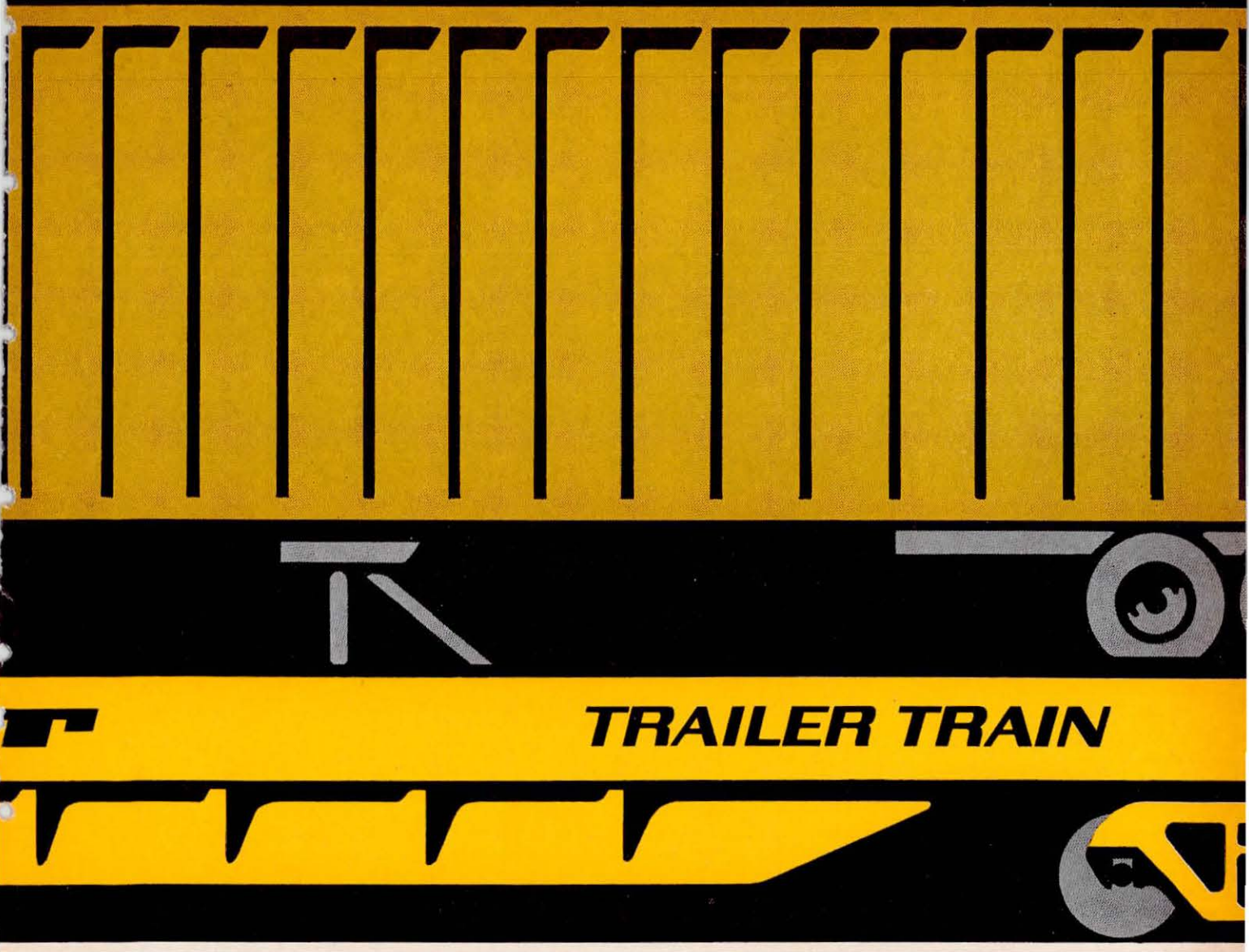
(15) Streamlined procedures to eliminate unnecessary delays in merger proceedings? 33 Yes 14 No

Note: Forty-seven shippers participated in the July Poll. Some respondents did not vote on all questions.

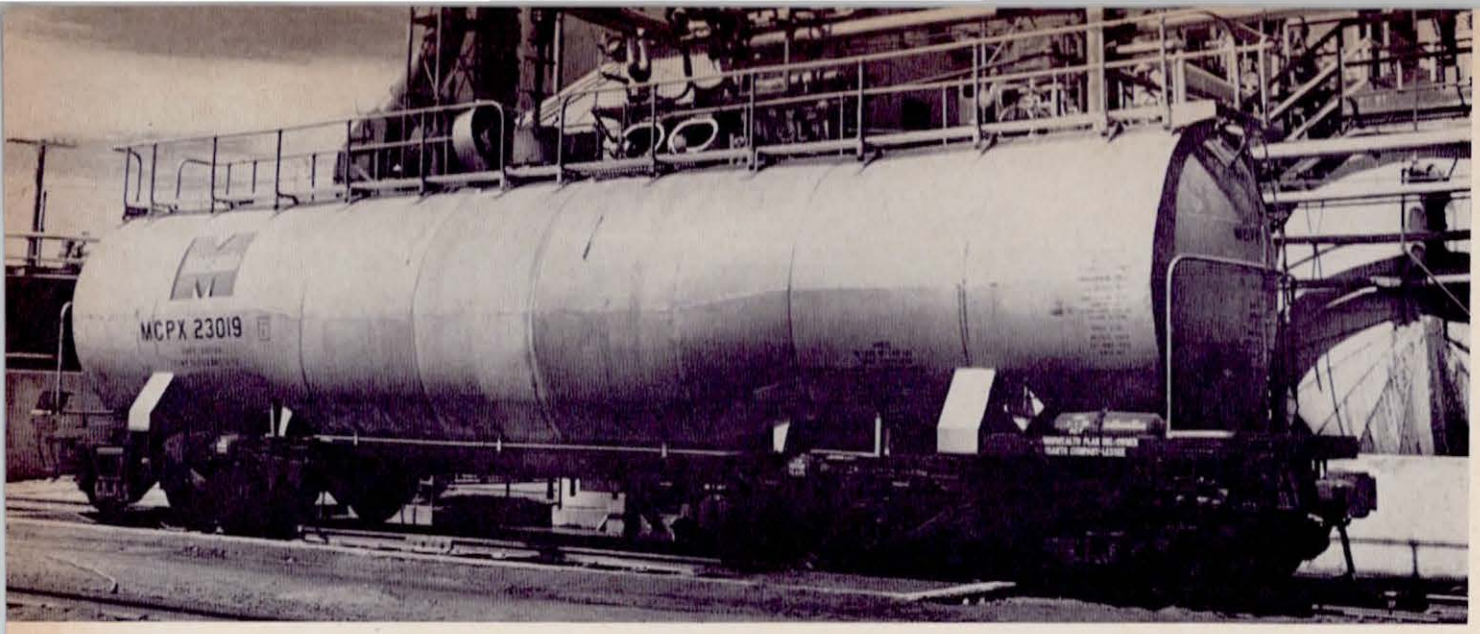
Trailer Train's Piggyback car utilization is 3 times other freight cars that's quite

Yes it is. It says something for the concept of piggybacking. It says something for the service of Trailer Train. The official figures show an average of 177 miles per day last year. This year we hope to better that. ▪ With the demand for piggyback constantly growing, so is the Trailer Train fleet. We're adding 6,000 cars a year—nearly half of them piggybacks. ▪ Trailer Train's setting other records, too. Annual car mileage nearing 3 billion. Equipment in continuous active service at 98% level. 16 standardized cars for specialized needs. ▪ Instead of growing pains, Trailer Train has growing plans. At a healthy 14 years old we're moving fast—to help railroads set new records every year in moving piggyback freight faster, further, cheaper and safer.
Trailer Train Company, 1819 John F. Kennedy Blvd., Philadelphia, Pa. 19103. (215) 568-2434.

a track record.



TRAILER TRAIN



Some cars owned or leased by Monsanto are jumbo tank cars like this one taking on phosphorous at Soda Springs, Idaho.

Monsanto: A big rail shipper that would like to be bigger

This giant company pays railroads $50 million a year for hauling more than half of its shipments. The rail share will increase, says Monsanto, as (and if) rail service improves.

The transport tastes of Monsanto Company—the St. Louis chemical maker that started with saccharin and reached for Astroturf on its way to sweet, solid sales of nearly $2 billion a year—have become as varied as the products of Monsanto.

The company takes pride in the variety of its distribution capability. Most of its 48 plants in the U. S. can ship by train, truck, barge or tanker. Many can ship by pipeline, too. And later this year, Monsanto will take delivery of a huge new chemical cargo ship.

Monsanto's entire distribution machine is geared to move products that find their way into soap, food, fuel, clothes, crops, carpets and ball parks in such quantity that Monsanto ranks third among U. S. chemical makers.

"We need all transportation modes," says Tyrus C. Stewart, Monsanto transportation director. "Our shipping pattern in each area is designed to take advantage of the carrier who can perform best."

● **Rails better, oftener.** So far, railroads can perform best in a wider area than other modes. Thirty railroads move more than half the products marked with the bold red "M." But the Monsanto emphasis on flexibility holds a message for rails similar to the message the rail industry as a whole is getting from shippers as a whole. The message is: The traffic is here, if you're willing to compete for it with service and prices that meet our needs.

Although he says the rail industry generally performs reasonably well, there are enough exceptions for Stewart to add that the percentage pattern of rail traffic, so far as Monsanto is concerned, is "an eroding one."

By that, Stewart means the rail share of Monsanto's total traffic pie. It's the rail percentage compared with other modes, rather than absolute rail tonnage, that is on a decline. But Monsanto still ships over 50% of its output by rail, and that means approximately 60,000 cars a year and roughly $50 million in rail revenue.

The railroads, Stewart adds, have shown "a declining percentage of intercity tonnage for 30 years. They simply haul less and less each year in relation to other carriers." But there is no compelling reason for this trend to continue, he says. At many volume levels, rails "offer a potential that no other mode can touch. It's obvious that they have a greater potential than they are living up to."

Piggyback, says Stewart, provides some indication of the true railroad potential: "Service generally to the ports, for instance, is good. It's one of the areas where railroads have proved that they can maintain schedules."

● **Consistency is the word.** Maintenance of schedules is what it's all about, so far as Stewart is concerned: "One of the railroads' largest problems has always been inconsistency." Railroads, Stewart says, "perform in cycles. They meet schedules consistently for many days, then they miss schedules just as consistently for many days. Hit-and-miss, however, does not provide the type of distribution required in today's competitive situation."

Unlike some shippers, Stewart does not pin desired consistency on a flexible figure, such as full delivery within a 24-hour or 72-hour period, or an 85% or 90% on-time figure.

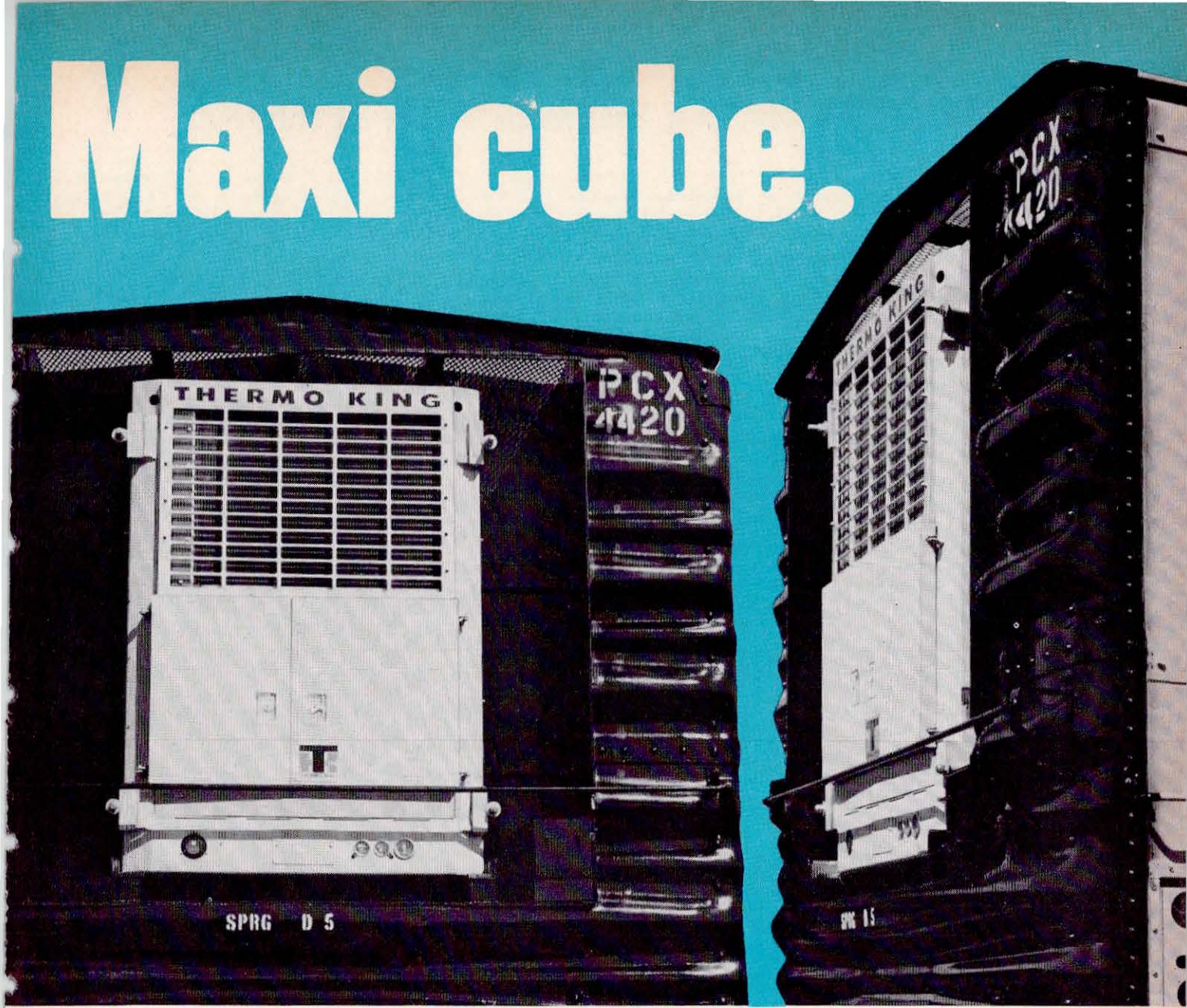
What Stewart wants is not very flexible.

"If the schedule calls for four-day delivery, we want every shipment there in four days. We are unwilling to accept any leeway as reasonable," the Monsanto executive says.

That may sound harsh. But, Stewart explains, the schedule on which he expects 100% performance is carefully worked out with the carriers—with the needs of Monsanto and its customers clearly in the picture. From the rail angle, distance and operating factors get full consideration, too. If there is going to be any leeway, it will be worked into the schedule. Additional leeway will not be accepted in meeting a schedule so carefully constructed in the first place.

● **Cost is a key issue.** Cost must be

Maxi cube.



New Thermo King RCD-30 railcar cooling/heating unit provides extra space for extra profit

Bulky components of internally-mounted railcar refrigeration system occupies valuable revenue-producing space.

Compact new Thermo King Model RCD-30 with TLE-M100 Thinline Evaporator provides 288 cubic feet more rectangular cargo space.

The RCD-30 is easy to install . . . easy to service. It is fastened to the car with just four rods, and can be removed without unloading car. Routine maintenance points are easy to reach. Engine compartment doors are removable to permit access even when cars are close-coupled.

The new Thermo King MODEL RCD-30 is a high capacity diesel-powered unit made specifically for efficient, space-saving, low cost railcar refrigeration. Every component is engineered and built to withstand the rigors of railroad operations with a minimum of service and maintenance.

The RCD-30 cools or heats, as required, automatically, to provide reliable protection for any perishable cargo . . . operates for extended periods without attention.

For facts on how the Thermo King RCD-30 cuts costs in refrigerated railcar operations, write Railroad Division, Thermo King Corporation, 314 W. 90th Street, Minneapolis, Minn. 55420.

WORLD LEADER IN TRANSPORT REFRIGERATION

THERMO KING
corporation
MINNEAPOLIS, MINNESOTA 55420

Circle 17 on coupon page 45

CONSISTENCY OF SERVICE RECEIVES MUCH ATTENTION

given a primary consideration on most shipments, and density or volume in most instances plays the major role in determining costs. Normally, Stewart contends, the shipper's cost of moving a large-volume shipment by barge cannot be met by railroads. On the other hand, the cost of shipping products by rail in jumbo cars cannot be met by trucks.

So, railroads are competitive. The reason, he adds, that railroads haul a large percentage of Monsanto's traffic is that much of the company's output is of such volume that rails can handle it with efficiency and acceptable cost. "Monsanto is primarily a volume shipper," Stewart explains, "shipping its products in large volumes from one industrial area to another."

● **Consistency for competition.** After cost, consistency of service receives the most attention in the selection of transportation required to meet a competitive situation. Many buyers of Monsanto products in Chicago, for example, could buy similar products in the Chicago area, Stewart says. Transportation from St. Louis or from other plants is crucial in the race with Chicago suppliers.

"We must find a way to beat the competition," Stewart says, "and we can't do it with late or early deliveries."

Success in competition can be a chicken-and-egg thing. One carrier can bring success in competition, and then the resulting increase in volume becomes a benefit to a different carrier. "We may begin with two truckloads per month to a particular customer," Stewart says. "Then the customer increases his order to 10 truckloads. Right away, we're into sufficient volume to exploit the volume-carrying capability of the railroads." But when the order gets up to 10 jumbo tank cars, "We may take a look at the water possibility."

"Reliable" is what consistent means to Stewart. And "reliable" doesn't always mean speed: "We find that the water mode, although the slowest, shows a high degree of dependability."

It is no surprise then, that Monsanto constantly probes its shipping demands and patterns. The result is no surprise, either—a constant shift between modes.

From all this, there is cheer for the railroads beyond the fact that Monsanto business is there for the serving. Stewart says he sees no "dramatic" change of Monsanto's use of modes, as if he sees the possibility of rails rising to the competition.

● **Time means money.** Although speed isn't necessarily required for dependability. There can be a limit on the amount of time taken for a move. The limit comes when the move takes so long that the total cost of shipping by one mode reaches a level that can be met by a so-called higher-cost mode. This has meaning for a company that supplies the rail equipment needed for many of its shipments. Monsanto owns or leases more than 5,000 rail cars, including a large fleet of jumbo cars, and collects compensation from the railroads, under tariff rules providing for tank-car mileage allowances on shipper-furnished equipment. Consequently, the company's return on investment for transport equipment depends greatly on rail efficiency.

"It is very much to our advantage to have a healthy railroad service"

Tyrus C. Stewart

Consider, Stewart says, "an actual shipment of one of our products for 340 miles between two points located on water, with good highways and rail service also available." The shipment presently moves by rail. "Now, however," Stewart says, "the rail transit time for this large-volume move has become so long that truck service, theoretically the high-cost mode, and barge service, theoretically the low-cost-but-slower mode, have become as attractive as rail."

● **Need to reach farms.** Reliability is part of the problem. Reachability is another part, Stewart says. Monsanto is a large supplier of farm chemicals. But the farm market is becoming more difficult to reach by rail. "Rail branch line service has deteriorated," Stewart says, "and a large number of farm market outlets are on branch lines."

Nevertheless, Monsanto's 150 agricultural service centers in "key farming areas" all are on rail lines. From these centers, Monsanto distributes fertilizers, herbicides, insecticides, blasting materials, seed corn, and additives for animal and poultry feed, primarily in common-carrier and privately-owned trucks.

In 1969, according to Monsanto's annual report, agricultural products brought in 9% of the company's sales. This represented a 9% increase over agricultural sales in 1968.

"Strong markets for Monsanto's crop protection chemicals were primarily responsible for the over-all advance," the report says. Sales in such markets during 1970 will be equally strong, Monsanto says.

● **Clean cars crucial.** Many of Monsanto's products are what Stewart describes as "tight-specification" chemicals that cannot be mixed with foreign substances. Because of this, the need for clean cars takes on extra meaning, and it extends over every type of equipment, beyond Monsanto's own tank and covered hopper cars. The company can risk no bad mix of leftover-lading with its own loads.

Stewart understands the railroad problem with shippers who fail to clean cars properly after use. But, he adds, "a railroad can't punish the next user if the previous user didn't clean the car."

Monsanto, he says, has tried complaining to the Interstate Commerce Commission and has considered going to court for relief from dirty-car problems. Court proceedings are slow, however, and courts may simply refer the matter back to the ICC. Monsanto tries to avoid long legal procedures by informally complaining to ICC bureaus of enforcement and operations, without hearings. That, plus direct handling with the carriers, seems to be the best procedure, he says.

● **Needs affect patterns.** Cost, consistency, transit time, clean cars are factors in Monsanto's mode choices along with another factor—divergent output. Monsanto, Stewart says, "ships products ranging from electronics products measured in ounces to tanker loads measured in thousands of tons. And changes in our shipping pattern to a great extent provide the opportunity to change shipping modes."

These Monsanto divisions rely on rail in varying degree: agricultural, hydrocarbons and polymers, inorganic chemicals, international, organic chemi-

riding the rails...

UNION PACIFIC RAILROAD

ONE STANDS OUT

Count the Utility trailers as the piggyback cars roll by. You're looking at the most advanced rigs on rail or road . . . designed especially for TOFC by pioneers in piggyback trailers. These rugged vans have extra-deep side and front rails, wrap-around nose shielding of heavy-gauge aluminum inside and out. They're built to protect your cargo and to give you maximum payload capacity in the bargain.

For COFC, Utility manufactures the most advanced containers—lightweight, yet rigidly reinforced, designed for positive stacking and nesting—in standard 20 to 40 foot lengths. They're fully mobile on Utility's specialized container chassis.

UTILITY

Whether your cargo rides the rails, the high seas, or goes all the way on the highway—call the folks at Utility for the best in vans, containers, and trailers. Utility Trailer Mfg. Co., 17300 Chestnut Ave., Industry, Calif. 91747 · (213) 965-1541

DISTRIBUTOR SALES AND SERVICE CENTERS: BOISE, CHICAGO, DALLAS, DENVER, EL PASO, FRESNO, HAWAII, LOS ANGELES, MODESTO, PHOENIX, PORTLAND, SACRAMENTO, SALT LAKE CITY, SAN ANTONIO, SAN DIEGO, SAN FRANCISCO, SAN JOSE, SAN LEANDRO AND SEATTLE.

Watching Washington

REID BEDDOW

$21 BILLION A YEAR FOR HIGHWAYS?

On a sleepy Senate floor one afternoon, Sen. Jennings Randolph (D.-W.Va.) tossed off a piece of information that ought to cause rail men (let alone taxpayers) to sit up. "State highway officials, through their national organization," he said, "estimate that the national highway needs for the next 15 years will cost $320 billion." The Senator's speech of course dealt with the Oct. 1, 1972, expiration of the law that sends tax revenues directly into the Highway Trust Fund. The Congressional battle over that law's renewal promises to be one of the Donnybrooks of the century, with many transportation men, including DOT Secretary John A. Volpe, favoring a broader use of Trust Fund revenues. But the interesting thing for now about the $320-billion figure is that it can be compared with the railroads' ASTRO request for $500 million to $1 billion a year in Federal assistance over the next ten years. Most assuredly, the rail request is more modest than the highway lobby's seemingly insatiable appetite for financing. But the depressing aspect of the comparison is that it is far more likely that highways will receive Federal aid on a scale likely to be more than adequate, while the rail request "for a hand, not a handout" could fall on deaf ears.

WHAT THEY SAY

True, the ASTRO program, announced by the AAR on June 30, has received important support. But much of that support is predictable. RPI, endorsing ASTRO, calls rails "the sturdy backbone of the freight transportation system." A number of railroad presidents have publicly backed it. Most significantly, several rail labor leaders lent their endorsement. Newspapers, while hesitant, were at least sympathetic. The opposition was predictable, too. American Trucking Associations President Frank L. Grimm called the ASTRO study a "letter to Santa Claus."

ASTRO VERSUS "THE THING"

Rail men, in their search for a viable solution to the industry's longstanding problems and grievances, have nowhere near the clout the highway lobby exerts on individual members of Congress. If rails expect government aid, this generation of railroaders will have to descend into the hurly-burly of grassroots politics and fight for it. They must become embroiled with what Disraeli called "The Thing"—the System, the political Establishment, Channels—in a much more effective way than they have yet done in this century. For rails are now an underdog. The alternative is nationalization; and make no mistake about it, rail nationalization is what all those bright young lawyers who flock to this city every day are thinking about when they discuss the future of American transportation.

The question being asked in Washington now is: What are railroads going to do about the ASTRO report? How are they going to sell it? Will they work as hard for their millions as the truckers are certain to work for their billions?

cals, packaging, plastic products and resin, and textiles.

● **Well-structured department.** To keep those products moving, Monsanto employs a central distribution department structured according to the company's output.

There is a department director, J. R. Sayers, with a director, transportation (Stewart), and a director, distribution operations and development, R. H. Dunlop.

Stewart's branch of the department includes a manager of transportation planning (W. R. Schaffer), a manager of distribution services (W. A. Cedeck), and a manager of field training offices (J. H. Harriss).

Reporting to the transportation planning manager are transportation managers for eight of the company's product divisions. Under the distribution services manager are a rate-route quotations supervisor, a transportation services manager and a route selection supervisor.

On the other side of the department, distribution operations and development, are managers for water, rail equipment, packaging development, wholesale terminals, distribution projects, bulk truck transport, labeling and claims, and materials handling.

Division transportation managers and the rail equipment manager are aided by communications between Monsanto and 22 of the 30 railroads the company uses.

This is essentially a car-location system fed by Monsanto's listing of car numbers and railroad listing of car moves.

There is at the present no arrangement for direct inquiry to a rail computer, but Monsanto receives daily Teletype reports from the railroads. The reports "enable us to keep a fairly close watch on the moves of our products and especially of our equipment," Stewart says.

● **For the future.** As a user of virtually every form of freight transportation, Monsanto keeps an eye on developments in the intermodal area. At present, combinations of modes are worked out, where necessary, and there do not appear to be strong opinions one way or the other on true intermodal operations.

There is the indication, however, that this kind of setup would be attractive—if it were able to provide better service at lower cost.

Meanwhile, Monsanto spreads its business around—even to the extent of expanding its use of air freight for high-urgency shipments.

And what about railroads in Monsanto's future?

"It's very much to our advantage," Stewart declares, "to have a healthy railroad service." ■

NEWS

Canada will study ground transport

Canadian National, Canadian Pacific and the Canadian Transport Commission will each contribute up to $100,000 a year for five years to the newly-created Institute for Research and Education in Ground Transportation at Queen's University, Kingston, Ont.

Dr. R. A. Bandeen, CN's vice president for corporate planning and finance, who is chairman of the institute's board of directors, said the institute will tackle "problems that are critical to the development and evolution of guided ground transport systems . . . . . particularly those unique to Canadian conditions." Systems which the institute will study include tracked air-cushion vehicles, monorail, pneumatic tubes, and electronically-guided highway vehicles.

Derailment blamed on buckled rail

The National Transportation Safety Board, in its first report on a passenger train accident in the agency's 3-year history, has attributed last year's passenger train derailment at Glenn Dale, Md., to the buckling of a welded rail on the Penn Central's line also used by the high-speed Metroliners.

The derailment took place on June 28, 1969, at the Glenn Dale Road crossing two miles south of Bowie, Md. The train was a Seaboard Coast Line "Silver Star," bound from New York to Miami with a Penn Central locomotive and crew.

The train was traveling about 85 mph when it derailed, turning four of 18 cars completely or partially on their sides, the report said.

One passenger died of a heart attack, and 144 of 541 passengers were taken to hospital for injuries consisting of fractures and burns. The estimated property damage was $304,500, the report noted. After a year of study, NSTB concluded that the derailment was caused by buckling of the welded-rail track in the 100-degree June heat.

"Had the track in the derailment met the Penn Central's requirements for a full ballast section," the Board charged, "the track would probably have stayed in line under the influence of the high temperature and other factors. . ."

The Board, which can make recommendations, but which has no regulatory authority, asked a year ago that Penn Central inspect all its track from New York to Washington and provide adequate ballast. Penn Central complied with the request.

In other findings, the Board said the railroads need a "portable measuring device" to detect compression or tension in a rail. Also needed is a method for detecting defective rail welds.

The Board was critical of design of railroad passenger cars.

Chicago-KC train's future: It's "dismal"

It's often been heard before: As the mail goes, so goes the passenger train. Now it applies to Burlington Northern's overnight trains between Chicago and Kansas City. RPO cars came off earlier in July—with a consequent loss in revenue of more than $250,000. It's this revenue, BN says, "that has made continued operation of these trains possible, in the face of rising costs and declining patronage. Without it, the future of these trains is dismal indeed."

Cal Poly offers a new degree

For the first time, an undergraduate program in transportation engineering (leading to a B.S. degree) will be offered this fall at California State Polytechnic College, San Luis Obispo. Existing transportation programs are for advanced degrees. Dr. Archie Higdon, dean of the School of Engineering and Technology, says the new program is designed "to provide appropriate job-entry education in transportation engineering, to provide engineering students at Cal Poly with a wider choice of engineering disciplines, and to provide engineering graduates especially trained for the expanding transportation needs of California."

CARRIERS:

Intermodal Transportation Systems, Inc. is finding new ways to make your profits grow.

We're a young company with experienced management. Creative equipment and systems financing, unitizing expertise, computer technology, systems analysis and solid business sense are the basic "profit multipliers" you benefit from. 1. Special railroad trailer leasing program; long-term, intermediate and open-end leases; 100% damage and tire protection; interchange income retained by lessee; unique agency pool arrangement. 2. Special marine container leasing program; unique operator-controlled pool plan; prime contracting responsibility for new equipment; containers and chassis tailored to the operator's needs as well as the shipper's maintenance and repair services. 3. Equipment/soft-ware leasing for transportation terminal control systems with "turn key" responsibility, utilizing ACI or specially developed devices. To learn more about how we can help your profits grow, contact:

Intermodal

Intermodal Transportation Systems, Inc.

Associated with

The Diebold Group

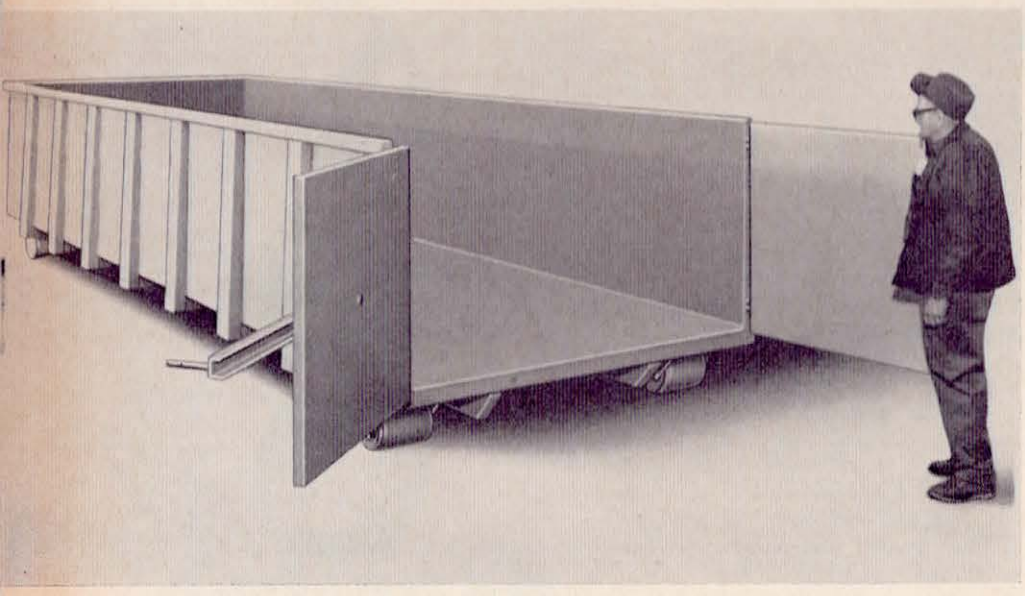
70 Hudson Street, Hoboken, N.J. 07030
Tel. (201) 792-5333

235 Peachtree St. N.E., Atlanta, Ga. 30303
Tel. (404) 577-6691

"Your investment goes farther with Intermodal"

Circle 19 on coupon page 45

New Products Report

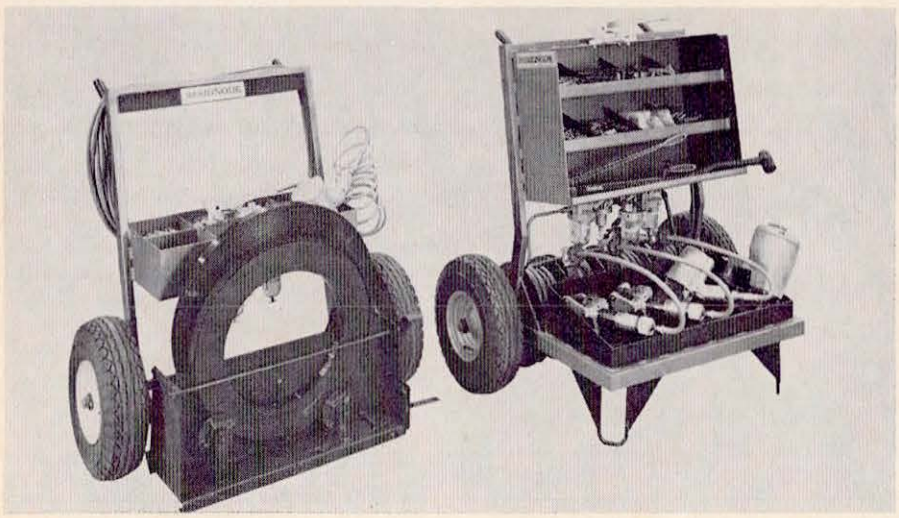


Open-top containers (RA-1)

The Ram-Tainer, which can be set off to be filled and later hauled away without tying up a truck or tractor, is said to effect big savings both in salvage and waste disposal operations.

One truck-tractor can service several such containers which are available in 20- and 30-cu-yd capacities for hauling demolition and similar non-compactable refuse. They are fabricated from high-tensile-strength steel, heavily ribbed and reinforced with structural stringers underneath, and can be loaded onto a cable-and-winch-equipped roll-on, roll-off truck with ease.

The split end gate, hinged at both sides and secured with a drop-lever locking device, is readily opened by one man at disposal site. *American Hoist & Derrick Co.*

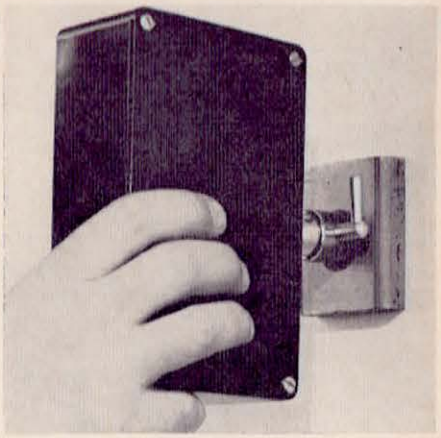


Strapping stations (RA-3)

New portable carloading and strapping stations used to carry all tools and accessories needed to apply, tension and seal the strapping that braces loads in box cars and on flat cars require one-third less air pressure than earlier models.

The Model TC-1 station has four hose-retrievers. One contains a 50-ft hose for attachment to plant air supply. It also has ample storage space for strapping, tools and other supplies.

The somewhat smaller model, designated station DTC-1A, has, among other things, less storage space than the Model TC-1 station. *Signode.*



Security system (RA-2)

The Load-Guard, an electronic security system designed to protect truck and rail cargoes against theft at any stationary phase of shipment, features a sensor unit which is designed "fail safe" so that the unit's alarm signal will not be defeated even if the sensor is destroyed or malfunctions. The certainty of providing a warning at the moment of break-in is said to be thus assured.

The sensors can be installed in or on the cargo carrier "in seconds."

The system, said to be compatible with any existing security system, can be programmed to activate any type of warning device. The sensor is powered by a rechargeable NiCad battery with a 30-hr. service life before recharge. Receiver unit plugs into standard 110-volt a-c current.

Receivers can be set up in multiples in a security office to monitor a number of sensor locations, each receiver reporting only on the specific sensor for which it is set. The system can also be fitted with a thermal sensor to detect heating or refrigeration failure. *Transport Security Corp.*

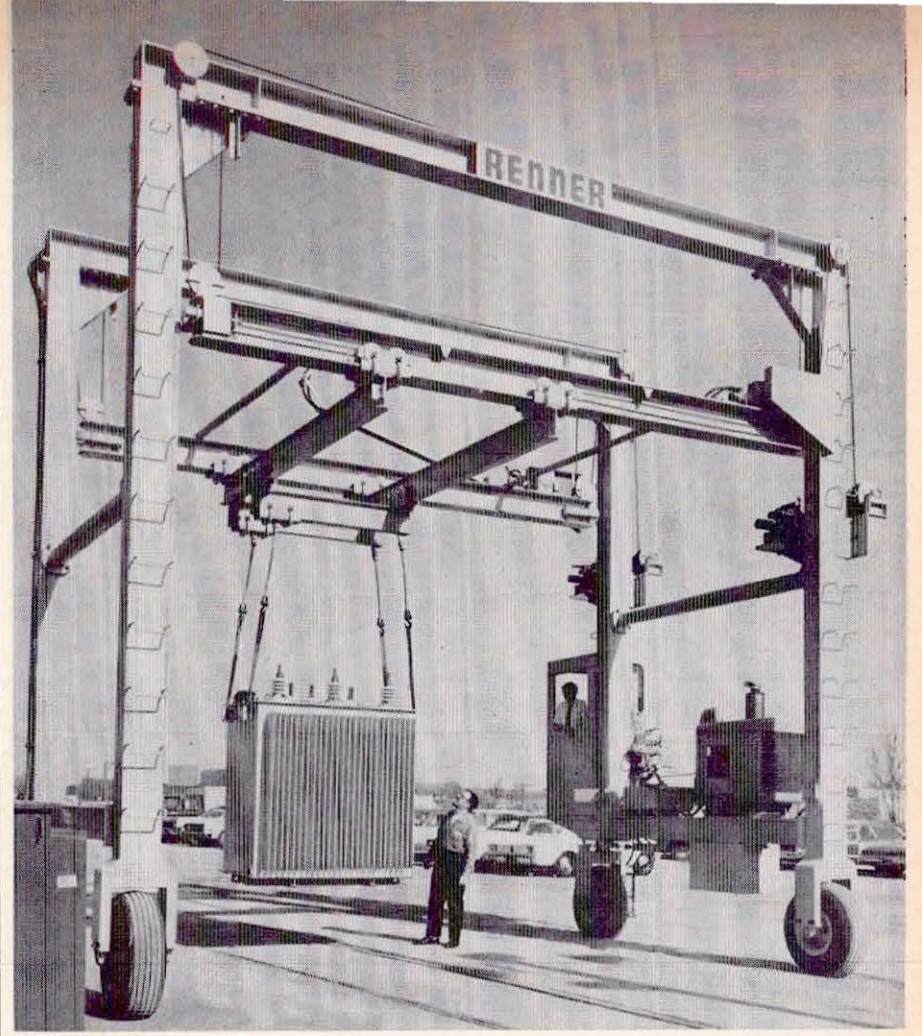
Hopper-car lining (RA-4)

Scotchkote Brand Protective Resin No. K 3402 added to the Lithcote list of compounds used at its Altoona, Pa., plant to spray line hopper and tank cars and storage vessels, is a two-part 100% solids polyurethane resin coating system. Applied up to 40 mils thick in one coat, it is said to be highly abrasion resistant and, when coupled with a good washing system, permits hopper car interchangeability and greater utilization of rolling stock. *3M Co.*

Industrial containers (RA-5)

Portatanks, available in aluminum, stainless steel, or carbon steel, in 350- and 500-gallon sizes, "handle virtually any liquid or chemical that has had to be handled in drums." They save on handling time and costs because fewer trips are required to handle bigger payloads. The number of on-line tank switches is also reduced. Storage space is only 15 sq ft for a 350-gallon container compared with 25.44 sq ft for six 55-gallon drums.

Design features include a vented top-mounted 16-in. manhole with 10-in. fill; a full 2-in. bottom outlet, lever-operated valve; and tank bases for lifting by lift truck. Electric pumps and agitators are available as accessories. The long-wearing Portatanks meet all shipping regulations of the Department of Transportation. *Wilco.*



Straddle carrier (RA-6)

The gear-reduction unit of the Hydro-Porter straddle carrier is directly driven by a hydrostatic motor; hoisting mechanisms are equipped with fail-safe brakes; and aircraft tires on wheels provide high flotation. Four-cycle gasoline engine, power steering, service and parking brakes, operator's cab and seat are standard equipment.

Fabricated box sections and shapes used in the structural frame of the unit are said to meet AISC specifications. Models are available with 25,000-, 40,000-, and 60,000-lb lifting and transporting capacities.

Optional equipment includes L-P or diesel engine, running lights, electric horn, hot-water heater and custom designed guided lift beams. *Renner Manufacturing Co.*

RAILWAY AGE

30 Church Street, N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGES 44-45 MARKED: RA-1 RA-2 RA-3 RA-4 RA-5 RA-6 RA-7

NAME ..... TITLE .....

COMPANY .....

ADDRESS .....

CITY ..... STATE ..... Zip .....

• Inquiries can be processed only if the title and company are shown. 7/27/70

Cargo control systems (RA-7)

A new control track in the Load-Lock control cargo systems for trucking, container and piggyback trailer applications is said to offer loading versatility and speed.

In many cases, a space- and weight-saving bonus is provided.

Hardware developed for use with the track enables a truck operator to choose aluminum heavy-duty decking and shoring bars, cargo-control straps, shoring poles, and wood cross-members.

Load-Lok cargo strap assemblies employ a quick-tension, quick-release patented buckle.

A cargo winch, with either 10,000-lb nylon webbing or steel cable is also available for flat-bed loading restraint. *Kinedyne Corp.*

For faster piggy-back spotting and loading... get a Champion Yard-Horse!

CHAMPION is the number one custom-engineered, short turning radius, heavy duty terminal and ramp tractor. The *only* specialized terminal tractor with a full 10 years of production experience, U.S. Government acceptance, plus nationwide distribution and service.

CHAMPION Carriers gives you a choice of gasoline or diesel engine; cab controlled hydraulic or air operated fifth wheels, with 50,000 or 100,000 lbs. lifting capacities and 14″ lift height. *Guaranteed* for six months, 4,000 miles or 1,000 hours of operation.

Increase your piggy-back loading efficiency and cut your operating costs with a time-proven CHAMPION Yard-Horse. For full information without obligation, write or call us today!

CHAMPION
CARRIERS, INC.

. . . a leader in highly-maneuverable, heavy duty, rugged terrain vehicles for more than a decade.

P. O. BOX 2651 / 4600 SOUTH MINGO ROAD
TULSA, OKLAHOMA 74101 AREA CODE 918 622-1621

Circle 20 on coupon page 45

Study LOCOMOTIVE MECHANICAL EQUIPMENT MAINTENANCE in spare time at home

The man they respect in most shops is the one who's apt to know the answer when a problem arises. You know a man like that; wouldn't you get a lot of satisfaction and personal pride in being like him? Such knowledge sooner or later always adds to the pay check, and too, pays off in greater job satisfaction and personal pride. And who can put a dollar value on that?

You can be such a man by taking this two-year course for mechanical department employees who want to know more about locomotive mechanical equipment maintenance and repair. Two lessons a month, in simple, non-technical language, guide you swiftly to a better working knowledge of the subject. Your lessons are graded by instructors who give individual, personalized advice as needed. The cost is low and payable in monthly installments. For full information, return coupon.

RAILWAY EDUCATIONAL BUREAU RA 7/70
1809 Capitol Ave., Omaha, Neb. 68102
Send full information on locomotive mechanical equipment maintenance home study course.

Name .....
Address .....
City, State, ZIP .....
Railroad .....
Job title .....

Empro® SIGNS PROVIDE

Lasting Image!

Lasting, because your message is embedded in a high-strength, sign material called Empro. It is made of fiber glass reinforced, polyester resin, and resists the rigorous treatment encountered by transportation markings.

Your message becomes an integral part of the Empro panel!

WRITE FOR BULLETIN E667

kemlite

KEMLITE CORPORATION
P. O. Box 429, Joliet, Illinois 60434

Circle 21 on coupon page 45

Market Outlook

CARLOADINGS

Loadings of revenue freight in the week ended July 18 totaled 520,050 cars, the Association of American Railroads announced on July 23. This was an increase of 65,660 cars, or 14.5%, compared with the previous week; a decrease of 16,925 cars, or 3.2%, compared with the corresponding week last year; and a decrease of 45,461 cars, or 8.0%, compared with the equivalent 1968 week. Ton-miles generated by carloadings in the week ended July 23 are estimated at 14.2 billion, a decrease of 0.1% below the corresponding week of 1969, and 2.2% below the 1968 week.

REVENUE FREIGHT CARLOADINGS

Commodity	July 11 week	July 4 week
Grain	30,822	31,895
Farm products	11,604	12,602
Metallic ores	47,969	53,824
Coal	54,825	59,133
Crushed stone, gravel & Sand	30,084	30,701
Nonmetallic minerals	9,928	9,796
Grain mill products	16,589	17,120
Food & kindred products	22,472	23,625
Primary forest products	21,953	22,786
Lumber & wood products (except furniture)	12,002	13,821
Pulp, paper & allied products	18,110	22,392
Chemicals & allied products	20,741	22,559
Petroleum products	9,615	9,569
Stone, clay & glass products	19,998	20,594
Coke	7,443	7,712
Metals & products	24,026	26,842
Motor vehicles & equipment	17,277	20,603
Waste & scrap materials	12,922	14,743
Forwarder & shipper assn. traffic	6,224	7,469
All other carloads	59,019	65,023
LCL traffic	767	938
Total cars loaded	454,390	493,747

CUMULATIVE TOTAL, 28 WEEKS	1970	1969	1968
	14,567,756	14,805,032	15,015,821
Estimated revenue ton-miles (billions) 28 weeks	410.9	406.0	399.1

PIGGYBACK CARLOADINGS

U. S. piggyback loadings for the week ended July 11 totaled 23,265 cars, carrying 37,906 trailers, compared with 24,159 cars, carrying 39,606 trailers, in the corresponding 1969 week. Loadings for 1970 up to July 11 totaled 685,808 cars, carrying 1,143,985 trailers, compared with 714,878 cars, carrying 1,170,302 trailers, in the corresponding period of 1969.

IN CANADA

9 days ending	Revenue Cars Loaded	Cumulative Totals
June 30, 1970	106,346	1,873,991
June 30, 1969	77,803	1,818,483

FREIGHT-TRAIN CARS

● *Boston & Maine.*—United States Railway Equipment Co., in keeping with its policy of delivery from stock, is making 50 52-ft, 5-in. insulated box cars immediately available to the B&M. The cars, leased by the B&M for five years, are equipped with Air-Pak bulkheads, Cushion-Pak full-sill cushioning, Superior plug doors and Creco brake beams. They will be used, says USRE, at the Anheuser-Busch Merrimack, N.H., facility.

● *Trailer Train.*—Placed orders for an additional 294 89-ft., 4-in. standard-level flat cars. Pullman-Standard will supply 219 of the new cars, and Bethlehem 75. This brings TTX orders for new cars since Jan. 1 to 2,382. As of July 10, Trailer Train had 57,181 cars in service or on order.

● *May bad order ratio 0.5% higher than last year.*—Class I roads on May 1, 1970, owned 1,434,641 freight cars, 14,685 fewer than on May 1, 1969, according to AAR report summarized below. Bad order ratio was 0.5% higher than on May 1, 1969.

	May 1, 1970	May 1, 1969	Change
Car ownership	1,434,641	1,449,325	−14,685
Waiting repair	81,003	73,616	+ 7,387
Repair ratio	5.6%	5.1%	+ 0.5%

NEW FACILITIES

● *Canadian National.*—Ordered 11 KarTrak automatic car identification systems from Sylvania Electric Products Inc., for installation next fall.

● *Grand Trunk Western.*—Will extend its CTC system through the city of Pontiac, Mich. Completion of the project is scheduled for September.

● *Penn Central.*—Will spend more than $1 million on expansion and upgrading of Kankakee West Yard, Kankakee, Ill., and 59th Street Yard, Chicago. The $691,000 Kankakee project will involve lengthening 13 classification tracks and construction of three new class tracks and a new main receiving track. The $351,000 59th Street project will involve lengthening of seven class tracks. Both projects are scheduled for completion in September.

● *Union Pacific.*—Construction has begun on a $2.8 million project to modernize and expedite freight-car movement through UP's East Washington Boulevard yards in Los Angeles. Nearly 10 miles of new trackage will be laid in the form of a mechanized classification yard in which cars will be switched by gravity to various train makeup tracks. Completion is expected in about 14 months. The new facility will at least double the switching capability. In addition to 16 new tracks fed from a 14-ft-high crest, the installation will include an automatic retarder system to maintain safe coupling speed. Peter Kiewit Sons is contractor for the grading, which involves movement of about 80,000 cubic yards of earth. UP forces will lay the track and install the automatic switch and car-retarding equipment.

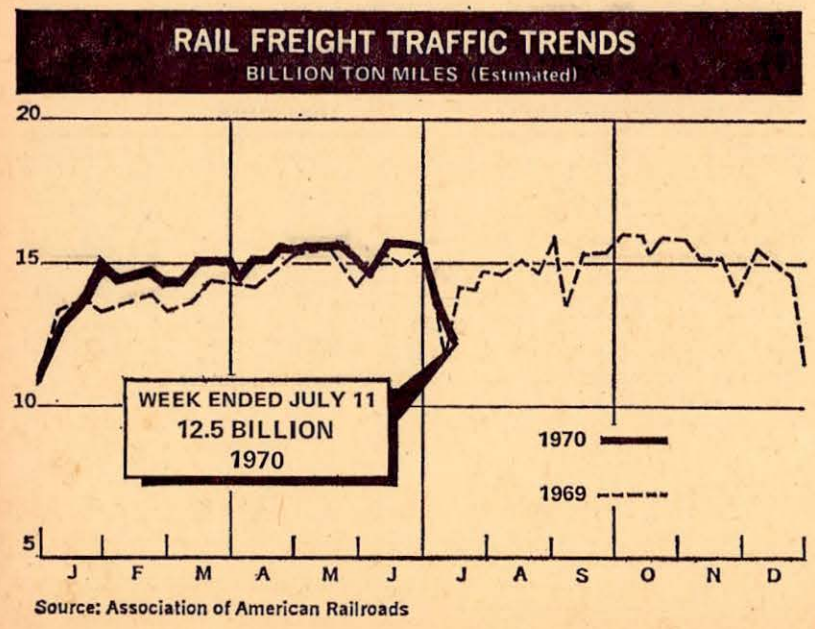
PIGGYBACK

● *Santa Fe Trail Transportation.*—Will acquire 136 tractors, 62 trailers and 25 miscellaneous vehicles at a cost of about $1,750,000. Piggyback terminals at Chicago, Los Angeles and Richmond, Calif., will get 114 of the tractors, with the remaining 22 to be assigned to over-the-road service. Deliveries are to be completed by Sept. 1.

MAINTENANCE EXPENDITURES

● *First quarter 8.2% above first quarter of 1969.*—Expenditures by Class I roads for maintenance of equipment, way and structures in the first quarter of 1970 were up about $68 million, compared with the first quarter of 1969, according to report of AAR Economics & Finance Department, summarized below.

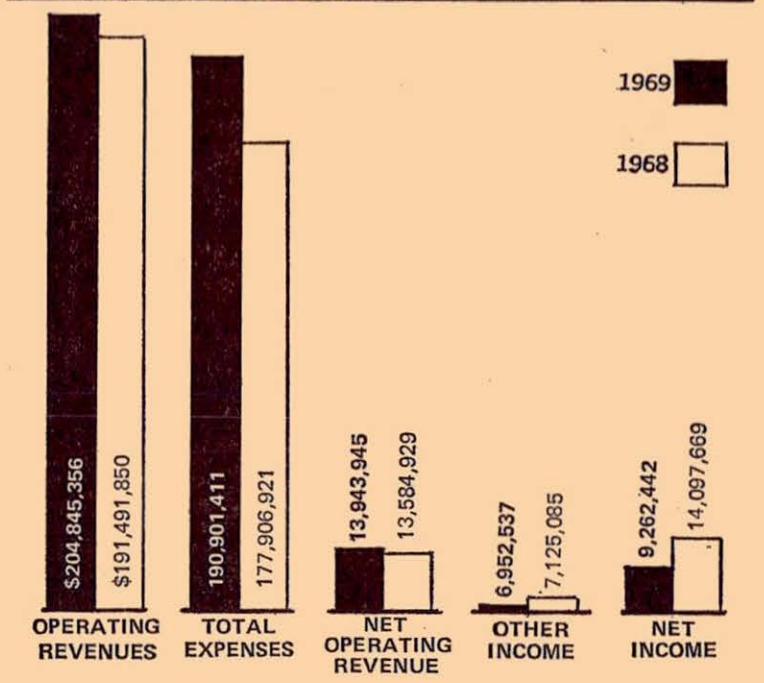
	First Quarter 1970	1969	% Change
Maintenance of way and structures	$367,412,893	$339,745,153	+8.1
Maintenance of equipment	529,500,904	489,030,945	+8.3
Totals	896,913,797	828,776,098	+8.2



Source: Association of American Railroads

CLASS I MOTOR CARRIERS OF PASSENGERS

(SELECTED STATISTICS—FOURTH QUARTER 1969 AND 1968)



Source: Bureau of Accounts, ICC. Figures are for intercity and local or suburban operations. Class I motor carriers are those having annual gross operating revenues of $1 million or more.

SHIPMENTS OF RAILROAD STEEL PRODUCTS

(MAY AND FIVE MONTHS 1970)

	NET TONS			
	MAY	Per Cent Change*	Five Months	Per Cent Change*
Rails, trackwork and equipment	109,241	+16.0	539,711	+3.2
Freight and passenger cars and locomotives	196,441	−7.6	978,381	−5.2
Street railways and rapid transit systems	3,141	−14.6	15,873	−1.9

* Per cent change compares 1970 periods with like 1969 periods.

Source: American Iron and Steel Institute.

Viewpoint

Langdon: Doctor of sick railroads

The task is to pick up the pieces of the shattered Penn Central—and to try to put them back together in some rational form. The overseers of this task will be the court-appointed trustees—working together with the experienced railroad man they will choose as chief executive officer.

The first reaction to the trustees' appointment is that the court has named a balanced panel. There is a man of commerce . . . a man of broad academic transportation knowledge . . . a man of law and political savvy . . . and a man of law and medicine, in the sense that this man, Rock Island's Jervis Langdon, Jr., has been a competent doctor to the sick in his industry.

Another of railroading's doctors, so the court indicates, may be called upon for diagnostic help. That would be Katy's John W. Barriger, whose credentials include two hitches as a railroad reorganization manager, operation of the Reconstruction Finance Corporation's Railroad Division during the Depression, and, of course, the presidency of the troubled Katy.

It is impossible, at this point, to pick out a key man in the quartet of Penn Central trustees. But it could be Jervis Langdon, the Cornell lawyer whose career in recent years has taken him from problem-plagued Baltimore & Ohio to problem-plagued Rock Island and now to problem-plagued Penn Central.

The record is on Langdon's side. B&O was successfully brought into the Chesapeake & Ohio family. Rock Island has, at least, an ICC examiners' report proposing that it be brought into the Union Pacific and Southern Pacific families. Penn Central? As the kids say, that's somethin' else.

People who know Jervis Langdon, however, also know that he is a man who *is* "somethin' else."

If candor (along with brilliance and other good qualities) can help Penn Central, then the court could have made no better choice than Rock Island's chairman and president. Jervis Langdon is an unusual man, in the context of men-in-business. In a way, perhaps the people who report on transportation happenings know him as well as any. They know his frankness, his tendency to speak out when perhaps his personal best interests would say "shut up." They recall sessions when J. L. would take a group of reporters into his office, toss one leg over the arm of his chair, and start talking. They recall the stories they got—and their respect for him was so great that reporters would call other reporters (an unheard-of-thing) to check their notes before writing their stories, because they were afraid of somehow hurting this candid man.

A JOB WITHOUT EQUAL

Penn Central's trustees face a job perhaps without equal in the history of railroading. The financial situation is bad, the operational situation is bad. Public confidence in PC, and (by spillover) in the railroad industry, is low. Four trustees, even with the help of a new chief executive, won't bring PC back by themselves. Every officer and employee of PC has his job to do. Every shipper and supplier has his job to do. Maybe they could all look to Jervis Langdon—to see how it's done.

People in the News

Francis A. Danahy
AAR

Joseph H. Wallis
C&O-B&O

John E. Moss
IC

John D. Mitros
IC

Robert A. Matthews
RPI

Raymond C. Burton
Santa Fe

AMERICAN REFRIGERATOR TRANSIT CO.—John A. Helm, general traffic manager, St. Louis; **G. C. Kendall,** general agent, Harlingen, Tex.; and **G. R. Henderson,** eastern traffic manager, New York, retired June 30. **D. Buckley,** general agent, Minneapolis, promoted to manager of transportation services, Kansas City, succeeding **M. J. Harris,** general agent, who retires Aug. 1, after 41 years with the company. **C. S. Morgan,** general agent, Little Rock, Ark., promoted to assistant superintendent of transportation, St. Louis. **J. H. Hyde,** district agent, Kansas City, promoted to manager of transportation services, Little Rock.

ASSOCIATION OF AMERICAN RAILROADS.—Francis A. Danahy, assistant to the president and chief mechanical engineer, **Long Island,** Jamaica, N.Y., appointed executive vice chairman, Mechanical Division, AAR, Washington, effective Aug. 1. He succeeds **W. H. Chidley,** resigned to become consulting engineer, Technical Committee on Railway Materials, **American Iron & Steel Institute,** replacing **Malcolm S. Riegel,** retired.

J. G. Moore, assistant vice president—mechanical, **Southern,** Atlanta, Ga., elected chairman of the AAR Mechanical Division for 1971-72, succeeding **C. A. Love,** chief mechanical officer, **Louisville & Nashville,** Louisville. **F. A. Upton,** chief mechanical officer, **Milwaukee,** at Milwaukee, Wis., elected vice chairman of the Division.

BESSEMER & LAKE ERIE.—F. T. Westmeyer, general superintendent transportation, Greenville, Pa., retired June 30, after more than 45 years of railroad service. **John H. Magner, Jr.,** trainmaster, appointed superintendent transportation. **John R. McCormick,** trainmaster, appointed assistant superintendent.

BROOKLYN EASTERN DISTRICT TERMINAL.—F. F. Dayton, general superintendent, Brooklyn, N.Y., promoted to vice president—operations and maintenance.

BURLINGTON NORTHERN.—W. R. Montgomery, M. H. Weber and **D. F. Zummach** appointed assistant treasurers, St. Paul. **R. A. Weingartner** and **J. H. Earlenbaugh** appointed assistant treasurers, Chicago and Portland, respectively.

In the Finance Department, **G. A. Rich-**

RAIL—WATER—EXPORT AND DOMESTIC SHIPPERS OF...

REPUBLIC CARBON PRODUCTS CO. · QUALITY · Republic PRODUCTS ® CHICAGO

- PETROLEUM COKE—GREEN
- PETROLEUM COKE—CALCINED
- BY-PRODUCT COKE
- ANTHRACITE
- DIESEL FUEL—LUBE OILS
- METALLURGICAL COAL

MARKETERS OF

CARBON FOR THE METALLURICAL INDUSTRY

FUEL FOR SPECIAL USES AND GENERAL INDUSTRY

Republic Carbon Products Co.

8 SOUTH MICHIGAN AVENUE • CHICAGO, ILLINOIS 60603

(312) 332-3020

A DIVISION OF AMAX AMERICAN METAL CLIMAX, INC.

Circle 22 on coupon page 45

Samuel B. Casey
Pullman

William L. Lowry
Power Products

regional sales managers, St. Louis, Atlanta, Ga., and Memphis, Tenn., respectively. **Gilbert F. Campbell** and **Richard L. Rushing** become assistant regional sales managers, Chicago and Memphis, respectively. **Wallace Hein** named assistant to traffic manager, Detroit. Named district sales managers: **Charles R. Mason,** Toronto; **David A. Stubbs,** Portland, Ore.; **Angus A. Merritte,** Jackson, Miss.; **Harry E. Carlson,** Detroit; **M. Robert Olsen,** Boston; **Sam B. Sadler,** Memphis. Mr. Mason replaces **A. Cox,** retired; Mr. Stubbs, **W. F. Blye,** retired; Mr. Olsen, **J. P. Fitzpatrick,** retired, and Mr. Sadler, **R. L. Rushing,** promoted.

K. G. Carriere, superintendent, motive power, Chicago, appointed general superintendent motive power there. **R. W. Leedy** replaces Mr. Carriere. **J. S. Gamble,** assistant master mechanic, Chicago, named shop superintendent, Woodcrest, Ill. Mr. Gamble's successor is **B. G. Kemp,** assistant master mechanic, Vicksburg, Miss., who in turn is succeeded by **C. L. Beasley,** transferred from Carbondale, Ill. **J. R. Hilligoss,** chief facility analyst, Chicago, replaces Mr. Beasley. **J. S. Springer** becomes assistant to chief mechanical officer, Chicago.

NORFOLK & WESTERN.—Albert H. Graham, assistant to the executive vice president, named assistant vice president. His new position will involve operating, traffic and other management functions.

Charles A. Thoma, vice president, Lake Region, Cleveland, appointed eastern vice president–sales, New York. **Aubrey T. Mason,** general eastern traffic manager, New York, appointed general western traffic manager, San Francisco, succeeding the late **R. B. East.**

RAILWAY PROGRESS INSTITUTE.—Robert A. Matthews, secretary-treasurer, Washington, D.C., appointed vice president.

ROCK ISLAND.—William C. Hoenig named senior assistant general manager, and **Frank J. Garner,** assistant general manager, both with headquarters at Kansas City, Kans. **George H. Voss** appoined assistant general manager-staff, Chicago. **J. Earl Hare,** acting superintendent, Southern division, named superintendent of the division, with headquarters in El Reno, Okla.

William B. Throckmorton, chief engineer, Chicago, retired May 31.

SANTA FE.—Raymond C. Burton, assistant to general auditor, named special assistant to vice president-finance, Chicago.

SUPPLY TRADE

Samuel B. Casey, Jr. has been elected president and chief executive officer, **Pullman Incorporated,** effective Sept. 15. Mr. Casey, chairman of the board, **John F. Casey Co.,** Pittsburgh, will succeed **W. Irving Osborne, Jr.** as president. Mr. Osborne will continue to serve as chairman of the board.

William L. Lowry has been appointed vice president–marketing, **Power Products,** South San Francisco, Calif. Mr. Lowry formerly was marketing vice president, Pacific Press & Shear Corp. **Hunt-Spiller Manufacturing** and **Van der Horst Corp. of America** are subsidiaries of Power Products.

Thomas J. Meade has been appointed national sales manager, short line railroads and railroad contractors, **Jackson Vibrators, Inc.**

Forrest R. Qualls has been elected senior vice president, **Richmond Tank Car Co.,** division of Marathon Manufacturing Co., Houston, Tex. **Ray R. Seegmiller** and **William A. Schlosser** have been elected vice presidents.

F.E. Samrok, supervising engineer, Project Engineering Section, **Westinghouse Air Brake Co.,** Pittsburgh, has been appointed senior marketing engineer for railway markets. He will be in charge of Automatic Car Identification sales and sales of WABCO equipment to the pipeline industry.

H.S. Cooper has been appointed executive vice president, **Davanac Industries Ltd.,** Montreal, subsidiary of **Stanray Corp.**

Philip F. Van Pelt has been appointed service executive and assistant director, Transportation Division, **The Public Relations Board, Inc.,** Chicago. Mr. Van Pelt is a former western editor and Chicago bureau chief of **Traffic World** and a former associate editor of **Railway Age.**

Micheal P. Zipes has been appointed project manager–marketing research on the corporate development staff, **Evans Products Co.** Mr. Zipes was formerly with **Koppers Co.,** Pittsburgh, where he was associated in market development for plastics and forest products.

Michael J. Woulds has been named development manager, **AMSTED Research Laboratories,** Bensenville, Ill. Mr. Woulds, formerly chief, alloy technical services, **Martin Metals Division, Martin Marietta Corp.,** Wheeling, Ill., will be responsible for research into product and process development concerned with wire rope and powder metal parts.

Vincent E. Bjoin, director of industrial engineering, **North American Car Corp.,** has been named director of plant operations for car assembly and repair facilities.

Jason Thomas has been named national sales manager for land mobile and marine products, **Hy-Gain Electronics Corp.,** Lincoln, Neb. He was formerly associated with **E. F. Johnson Co.**

Sheldon Kaplan has been elected vice chairman, **Evans Products Co.** Mr. Kaplan, who has been executive vice president and general manager, **Industrial Products Group,** will continue to serve as general manager, **Industrial Products Group.**

Chicago Pneumatic Tool Co. has appointed **Paul R. Berglund** manager of the district sales office in Denver. Mr. Berglund, formerly regional representative, Pittsburgh District, for the company's **Mining & Construction Division,** succeeds **O. L. Briggs,** retired.

Charles R. Lough has been named to the newly created position of assistant chief engineer, **Power Parts Co.,** Chicago.

Alan I. Goldman has been appointed vice president–finance, **Integrated Container Service Industries Corp.,** New York. Mr. Goldman will be responsible for the financial affairs of ICSI, the holding company, and its subsidiaries: **Realco** (national railroad trailer pool operator) and **Integrated Container Service Incorporated** (world-wide container lessors).

Intermodal Transportation Systems, Inc., has acquired **Continental Leasing Co.,** a wholly-owned subsidiary of **Fruehauf Corp.,** Continental Leasing will continue the leasing of piggyback trailers to railroads and industrial firms under Intermodal ownership.

Leonard J. Koryta has been appointed vice president–manufacturing, **Durox Equipment Co.,** Cleveland, Ohio.

INDUSTRIAL TRAFFIC

James W. Newman has been appointed traffic manager, **Arco Chemical Co.,** a division of the Atlantic Richfield Co., Philadelphia.

Norman M. Purdy, Jr., traffic manager, **Crucible Alloy Division,** Midland, Pa., has been appointed director of traffic, **Sharon Steel Corp.,** Sharon, Pa., succeeding **Fred W. Bennett,** who retired July 1.

Kenneth A. Kumm has been appointed manager, transportation operations, **Minnesota Mining & Manufacturing Co.,** St. Paul, Minn. **William A. Stewart** has been appointed assistant traffic manager, Railroad Service. **Herbert P. Hedblom** has been appointed manager, distribution research, and **Frank M. Wilcox,** manager, distribution planning.

OBITUARY

Perry T. Egbert, 77, retired chairman of the board and president of **Alco Products, Inc.,** died July 12 at his home in Ithaca, N.Y.

James R. Thorne, 60, vice president–executive department, **Seaboard Coast Line,** Jacksonville, died July 9 in a Jacksonville hospital, following a lengthy illness.

People in the News

Francis A. Danahy
AAR

Joseph H. Wallis
C&O-B&O

John E. Moss
IC

John D. Mitros
IC

Robert A. Matthews
RPI

Raymond C. Burton
Santa Fe

AMERICAN REFRIGERATOR TRANSIT CO.—**John A. Helm,** general traffic manager, St. Louis; **G. C. Kendall,** general agent, Harlingen, Tex.; and **G. R. Henderson,** eastern traffic manager, New York, retired June 30. **D. Buckley,** general agent, Minneapolis, promoted to manager of transportation services, Kansas City, succeeding **M. J. Harris,** general agent, who retires Aug. 1, after 41 years with the company. **C. S. Morgan,** general agent, Little Rock, Ark., promoted to assistant superintendent of transportation, St. Louis. **J. H. Hyde,** district agent, Kansas City, promoted to manager of transportation services, Little Rock.

ASSOCIATION OF AMERICAN RAILROADS.—**Francis A. Danahy,** assistant to the president and chief mechanical engineer, **Long Island,** Jamaica, N.Y., appointed executive vice chairman, Mechanical Division, AAR, Washington, effective Aug. 1. He succeeds **W. H. Chidley,** resigned to become consulting engineer, Technical Committee on Railway Materials, **American Iron & Steel Institute,** replacing **Malcolm S. Riegel,** retired.

J. G. Moore, assistant vice president—mechanical, **Southern,** Atlanta, Ga., elected chairman of the AAR Mechanical Division for 1971-72, succeeding **C. A. Love,** chief mechanical officer, **Louisville & Nashville,** Louisville. **F. A. Upton,** chief mechanical officer, **Milwaukee,** at Milwaukee, Wis., elected vice chairman of the Division.

BESSEMER & LAKE ERIE.—**F. T. Westmeyer,** general superintendent transportation, Greenville, Pa., retired June 30, after more than 45 years of railroad service. **John H. Magner, Jr.,** trainmaster, appointed superintendent transportation. **John R. McCormick,** trainmaster, appointed assistant superintendent.

BROOKLYN EASTERN DISTRICT TERMINAL.—**F. F. Dayton,** general superintendent, Brooklyn, N.Y., promoted to vice president—operations and maintenance.

BURLINGTON NORTHERN.—**W. R. Montgomery, M. H. Weber** and **D. F. Zummach** appointed assistant treasurers, St. Paul. **R. A. Weingartner** and **J. H. Earlenbaugh** appointed assistant treasurers, Chicago and Portland, respectively.

In the Finance Department, **G. A. Rich-**

RAIL—WATER—EXPORT AND DOMESTIC SHIPPERS OF...

REPUBLIC CARBON PRODUCTS CO. · QUALITY · Republic PRODUCTS ® CHICAGO

- PETROLEUM COKE—GREEN
- PETROLEUM COKE—CALCINED
- BY-PRODUCT COKE
- ANTHRACITE
- DIESEL FUEL—LUBE OILS
- METALLURGICAL COAL

MARKETERS OF

CARBON FOR THE METALLURICAL INDUSTRY

FUEL FOR SPECIAL USES AND GENERAL INDUSTRY

Republic Carbon Products Co.

8 SOUTH MICHIGAN AVENUE • CHICAGO, ILLINOIS 60603
(312) 332-3020

A DIVISION OF AMAX AMERICAN METAL CLIMAX, INC

Circle 22 on coupon page 45

ardson appointed assistant vice president, costs and statistics, St. Paul. **L. L. Van Zinderen** named executive director, costs and statistics; **R. E. Taylor, Jr.,** director, statistics: **E. L. Kubiak,** director, cost analysis; **M. M. Rychley,** manager, commerce; **J. D. Smasal,** manager, passenger service; **P. F. Cosgrove,** manager, statistical reports, all with headquarters in St. Paul. Station and line service appointments, headquarters St. Paul: **W. M. Mapstone,** manager; **A. M. Einhorn,** manager, special studies; **W. J. Johnson, Jr.,** director of internal audit. **B. L. Behler** and **W. N. Neumann** named managers on Mr. Johnson's staff. **P. N. Norris** becomes assistant to the director. **F. F. Mahoney** appointed chief analyst, special studies, and **L. D. Hanson,** manager, internal audit.

In the Vice President and Controller Department, **D. J. Wigstrom** appointed senior assistant vice president, St. Paul. **R. F. Garland** and **K. T. Woodruff** named assistant vice presidents. **L. J. Meyer** becomes assistant vice president—merger. **R. D. Parshall** named assistant controller—equipment service accounting and insurance; **L. F. Lawson,** assistant controller, former Spokane, Portland & Seattle district, Portland; **E. A. Kohl,** director, disbursement accounting; **D. E. Brink,** director, joint facilities and contracts; **L. W. Dreis,** director, equipment service accounting; **R. B. Digison,** director, insurance; **E. E. Numrich,** assistant controller-revenues, former Burlington Road district, Chicago; **R. J. Molitor,** assistant controller-taxes; **G. W. Pederson,** assistant controller-general; **E. N. Peterson,** director, general and miscellaneous accounting; **W. L. Blume,** director, freight accounting; **H. I. Rosenmeier,** director, passenger accounting; **R. L. Getz,** director, customer and station accounting; **L. E. Hoskins,** director, freight claims.

CHESAPEAKE & OHIO—BALTIMORE & OHIO.—Joseph Herbert Wallis, director, communications and signals—planning, Huntington, W. Va., appointed superintendent of communications there, replacing **Paul Flanagan,** retired after 42 years of service.

Edward M. Hudgins, general manager claims, appointed general claims attorney, Baltimore. **Robert W. Schini,** district claim agent, Baltimore, appointed assistant to general claims attorney. Senior district claim agents appointed: **Gilbert J. Hesslau,** Chicago; **Robert H. Hohman,** Huntington, W. Va., **John M. Horgan,** Cincinnati; **Daniel Lang,** Philadelphia, and **Ralph E. Rhodes,** Richmond, Va.

Donald P. Conner, project manager—industry research, appointed manager statistical service, business research bureau, commercial development department, Baltimore, succeeding **John J. Collins,** retired.

Donald J. Sogge appointed manager—world commerce, Richmond. He was formerly on the sales staff at Chicago.

CHICAGO SOUTH SHORE & SOUTH BEND.—Robert E. Murphy appointed eastern traffic manager, New York, to succeed **A. J. Ellis,** who retired June 30 after 24 years of service. Mr. Murphy was formerly international sales representative, **Frisco. Walter J. Murnane,** general agent, New York, named assistant eastern traffic manager.

ILLINOIS CENTRAL.—In a restructuring of the Operating Department, **Herbert L. Williams** named assistant vice president. The northern, central and southern regions abolished. **Arthur M. Dickerson** named general superintendent of transportation. **R. Keith Osterdock** appointed general superintendent of yards and terminals. Mr. Dickerson will be responsible for moving trains over the line and Mr. Osterdock for moving cars from terminals to customers' sidings. **James F. Reents** becomes manager, operations planning; **Charles E. Hott,** manager, station operations; **Donald F. Feyerer,** manager, budget and cost control; **F. Kenneth Stanford,** manager, rules and training; **Donald R. Stewart,** manager, contracts.

Marvin D. Edmunds, sales representative, Denver, appointed district sales manager, Spokane.

John Mitros public relations manager, Chicago, named special assistant to the president, a newly created position in the executive department.

John E. Moss, assistant general manager of transportation, appointed superintendent transportation, Chicago.

James E. Gardner appointed manager freight sales—Central Region, Chicago. **Frank Moran** appointed manager freight sales, Chicago. **Walter P. Schindel, M. Glenn Liner,** and **Albert T. Evans** named

Wally, we need you.

Institute of Scrap Iron and Steel, Inc.
1729 H street n.w.
Washington, D.C. 20006
202 • 298-7660

HAPPINESS IS A LOT OF GONDOLAS!

Circle 23 on coupon page 45

DIFFERENTIAL AIR DUMP CARS
CARRY MORE - WEIGH LESS!
MAINTENANCE OF WAY . . . ideal for ditching, rip-rapping, widening banks, and power shovel work.
REVENUE SERVICE . . . fast economical bulk handling for unit train or fast turn-around applications.

8-second dumping — all-welded construction — sizes to 70 cu. yds.
Write for bulletin D-59
DIFCO, Inc. Box 238, Findlay, Ohio 45840, U.S.A. Ph. (419) 422-0525

Circle 24 on coupon page 45

Save a day the Green Bay Way!

Here's a fast, direct East-West route offering you seven connections. You by-pass congested cities and terminal delays. Frequent, all-weather train ferry movement across Lake Michigan.

GREEN BAY ROUTE
GREEN BAY AND WESTERN RAILROAD

Circle 25 on coupon page 45

Advertisers Index

American Telephone & Telegraph Company 31
Bethlehem Steel Corporation 3
Cardwell Westinghouse Company 4
Champion Carrier 46
Consolidated Freightways 33
Difco, Inc. 52
Dorsey Trailers, Inc. 6
FreightMaster ..... IBC
Fruehauf Railcar Div. 10
General American Transportation Corp. ... 28 & 29
General Electric Company 23
Gotham Hotels 32
Green Bay & Western R.R. Co. 52
Institute of Scrap Iron & Steel 52
Intermodal Transportation Systems, Inc. 43
Kansas City Southern Lines 9
Kemlite Corporation 46
Kuoni Travel, Inc. 30
Missouri-Kansas-Texas R.R. Co. ..... BC
Missouri Pacific Lines 34
Paceco, Div. of Fruehauf Corp. 16
PPG Industries, Inc. ..... IFC
Pullman-Standard ..... 24 & 25
Railway Educational Bureau 46
Republic Carbon Products Co. 51
Standard Car Truck Co. 17
Teletype Corporation ..... 26 & 27
Thermo King Corporation 39
Trailer Train Company ..... 36 & 37
Utility Trailer Mfg. Co. 41

NEW *MANAGEMENT TRAINEE* HOME-STUDY CORRESPONDENCE COURSES NOW OFFERED AT LOW COST ($3.50 PER LESSON), FULL ASSISTANCE WITH EACH LESSON. PHONE OR WRITE:
REID KENEDY, DIRECTOR
THE RAILWAY EDUCATIONAL BUREAU
1809 CAPITOL AVENUE, OMAHA, NEBRASKA 68102

COMMUNICATIONS ENGINEER
Midwest Region Class I Railroad. Engineering, Application, Supervision of Open Wire Plant, Carrier, Teletype, PAX, Radio and Other Electronic Equipment. Requires Experienced Technical Background in Railroad Communications. Send Resume Promptly: Box 75, Railway Age, 30 Church St., New York, N.Y. 10007.

WRITER: Full or part-time to revise railway correspondence course lessons for the Railway Educational Bureau. Reply to John E. Rogers, Railway Educational Bureau, 1809 Capitol Ave., Omaha, Nebraska 68102.

Southeastern railroad has opening for General Car Foreman to head up interchange and repair point. Write Box 69, RAILWAY AGE, 30 Church Street, New York, New York 10007.

SALES REPRESENTATIVE wanted with following in car departments and interested in increasing income substantially to handle chemical and abrasion resistant car coatings. Write giving summary of accounts now being handled and other pertinent details to Railway Age, Box No. 72, Railway Age, 30 Church St., N.Y., N.Y. 10007

EDITOR-WRITER for monthly magazine (80,000+ circ.) published since 1913 for railroad policyholders and their families. Strong writing-editing ability a must; knowledge of transportation field helpful. Top benefits; far north side location. Please send resume, samples, and present column to A. I. Weber, Dept. 03, Benefit Trust Life Insurance Company, 1771 Howard, Chicago, Ill. 60626.

USEABLE SECOND-HAND
RAILROAD CAR REPAIR PARTS
IRON & STEEL SCRAP
RAILS & ACCESSORIES
PLANT DISMANTLING
RAILWAY EQUIPMENT
LEASING
RAILWAY CAR PARTS & SUPPLIES
RAILWAY CARS

THE PURDY CO.
Executive Office—
2400 W. 95th St.
Chicago, Ill. 60642—329-9320
BRANCH OFFICE & YARDS
MADISON, ILLINOIS
OAKLAND, CALIF.
LONG BEACH, CALIF.
BELLEVUE, WASHINGTON

CONSULTANTS TO THE RAILROAD INDUSTRY
SYSTEMS ANALYSIS and RESEARCH CORPORATION
30 Boylston St., Cambridge, Mass. 02138
Write for Brochure
Cambridge • Los Angeles • New York • San Diego • Washington

ASSISTANT ENGINEER — MAINTENANCE OF WAY & STRUCTURES. Experience in track maintenance and C. E. training required. Progressive Midwest Area Short Line Railroad. No overnight travel. Excellent fringe benefits. Reply to Box No. 71, Railway Age, 30 Church St., N.Y. N.Y. 10007.

TO PRINCIPALS ONLY
Advanced expertise ALL ASPECTS TOFC. Detect and resolve probable SUBSTANTIAL hidden economic drains—operational, financial, including hanky-pank (internal/external). SECURITY LIASON IMPERATIVE. Consulting basis. Reply to Box 73, RAILWAY AGE, 30 Church St., New York, N.Y. 10007.

our only line
is to offer *all rail lines* professional engineering services—including railroad studies, location analyses, economic evaluations, market planning—from consultation to construction of tracks.
servitron, inc.
engineering — construction
1401 Foss St., Baton Rouge, La. 70802
Telephone: (504) 343-7257

Advertising Sales Department

Chicago, Ill. 60602
29 E. Madison St.
(312) 641-5815
C. James Fisher—vice president—sales
John M. Brennan—regional sales manager
William J. Lyneis—district manager

New York, N. Y. 10007,
30 Church St., (212) 964-3060
W. Arthur Cubbage—regional sales manager
Charles E. Keil—regional sales manager

Pittsburgh, Pa. 15219, Room 1230,
(412) 471-7871
Frick Building
Ronald M. Giallonardo—regional sales manager

Dallas, Tex. 75206
Noel Page Building
6400 N. Central Expressway
(214) 361-6972
Joseph Sanders

Los Angeles, Cal. 90025
11704 Wilshire Blvd.
(213) 477-4004
Fred Klaner, Jr.

San Francisco, Cal. 94133,
515 Pacific Ave.
(415) 421-7004
Lewis A. Vogler & Co.

London S. W. 1, England
01-839 6318
67/68 Jermyn St., St. James's
Max F. Holsinger, Roy Hall, Alan Berg

Manchester 22, England
Haletop
Wythenshawe Civic Center
Ian Goulden

Paris, 8e, France
70 Rue de Ponthieu
Stephen Brown-Joussard

4 Düsseldorf-Rath
Eitelstrasse 32
Max F. Holsinger,
E. Hillerbrand, Herbert Haibt,
Reinhard Schomburg

Tokyo, Japan
Sun Gain Shia, Ltd.
Shiba Nikkatsu Bldg.
13, Shiba Park
Minato-Ku
C. H. Yiu, Managing Director

Samuel B. Casey
Pullman

William L. Lowry
Power Products

regional sales managers, St. Louis, Atlanta, Ga., and Memphis, Tenn., respectively. **Gilbert F. Campbell** and **Richard L. Rushing** become assistant regional sales managers, Chicago and Memphis, respectively. **Wallace Hein** named assistant to traffic manager, Detroit. Named district sales managers: **Charles R. Mason,** Toronto; **David A. Stubbs,** Portland, Ore.; **Angus A. Merritte,** Jackson, Miss.; **Harry E. Carlson,** Detroit; **M. Robert Olsen,** Boston; **Sam B. Sadler,** Memphis. Mr. Mason replaces **A. Cox,** retired; Mr. Stubbs, **W. F. Blye,** retired; Mr. Olsen, **J. P. Fitzpatrick,** retired, and Mr. Sadler, **R. L. Rushing,** promoted.

K. G. Carriere, superintendent, motive power, Chicago, appointed general superintendent motive power there. **R. W. Leedy** replaces Mr. Carriere. **J. S. Gamble,** assistant master mechanic, Chicago, named shop superintendent, Woodcrest, Ill. Mr. Gamble's successor is **B. G. Kemp,** assistant master mechanic, Vicksburg, Miss., who in turn is succeeded by **C. L. Beasley,** transferred from Carbondale, Ill. **J. R. Hilligoss,** chief facility analyst, Chicago, replaces Mr. Beasley. **J. S. Springer** becomes assistant to chief mechanical officer, Chicago.

NORFOLK & WESTERN.—Albert H. Graham, assistant to the executive vice president, named assistant vice president. His new position will involve operating, traffic and other management functions.

Charles A. Thoma, vice president, Lake Region, Cleveland, appointed eastern vice president–sales, New York. **Aubrey T. Mason,** general eastern traffic manager, New York, appointed general western traffic manager, San Francisco, succeeding the late **R. B. East.**

RAILWAY PROGRESS INSTITUTE.—Robert A. Matthews, secretary-treasurer, Washington, D.C., appointed vice president.

ROCK ISLAND.—William C. Hoenig named senior assistant general manager, and **Frank J. Garner,** assistant general manager, both with headquarters at Kansas City, Kans. **George H. Voss** appoined assistant general manager-staff, Chicago. **J. Earl Hare,** acting superintendent, Southern division, named superintendent of the division, with headquarters in El Reno, Okla.

William B. Throckmorton, chief engineer, Chicago, retired May 31.

SANTA FE.—Raymond C. Burton, assistant to general auditor, named special assistant to vice president-finance, Chicago.

SUPPLY TRADE

Samuel B. Casey, Jr. has been elected president and chief executive officer, **Pullman Incorporated,** effective Sept. 15. Mr. Casey, chairman of the board, **John F. Casey Co.,** Pittsburgh, will succeed **W. Irving Osborne, Jr.** as president. Mr. Osborne will continue to serve as chairman of the board.

William L. Lowry has been appointed vice president–marketing, **Power Products,** South San Francisco, Calif. Mr. Lowry formerly was marketing vice president, Pacific Press & Shear Corp. **Hunt-Spiller Manufacturing** and **Van der Horst Corp. of America** are subsidiaries of Power Products.

Thomas J. Meade has been appointed national sales manager, short line railroads and railroad contractors, **Jackson Vibrators, Inc.**

Forrest R. Qualls has been elected senior vice president, **Richmond Tank Car Co.,** division of Marathon Manufacturing Co., Houston, Tex. **Ray R. Seegmiller** and **William A. Schlosser** have been elected vice presidents.

F.E. Samrok, supervising engineer, Project Engineering Section, **Westinghouse Air Brake Co.,** Pittsburgh, has been appointed senior marketing engineer for railway markets. He will be in charge of Automatic Car Identification sales and sales of WABCO equipment to the pipeline industry.

H.S. Cooper has been appointed executive vice president, **Davanac Industries Ltd.,** Montreal, subsidiary of **Stanray Corp.**

Philip F. Van Pelt has been appointed service executive and assistant director, Transportation Division, **The Public Relations Board, Inc.,** Chicago. Mr. Van Pelt is a former western editor and Chicago bureau chief of **Traffic World** and a former associate editor of **Railway Age.**

Micheal P. Zipes has been appointed project manager–marketing research on the corporate development staff, **Evans Products Co.** Mr. Zipes was formerly with **Koppers Co.,** Pittsburgh, where he was associated in market development for plastics and forest products.

Michael J. Woulds has been named development manager, **AMSTED Research Laboratories,** Bensenville, Ill. Mr. Woulds, formerly chief, alloy technical services, **Martin Metals Division, Martin Marietta Corp.,** Wheeling, Ill., will be responsible for research into product and process development concerned with wire rope and powder metal parts.

Vincent E. Bjoin, director of industrial engineering, **North American Car Corp.,** has been named director of plant operations for car assembly and repair facilities.

Jason Thomas has been named national sales manager for land mobile and marine products, **Hy-Gain Electronics Corp.,** Lincoln, Neb. He was formerly associated with **E. F. Johnson Co.**

Sheldon Kaplan has been elected vice chairman, **Evans Products Co.** Mr. Kaplan, who has been executive vice president and general manager, **Industrial Products Group,** will continue to serve as general manager, **Industrial Products Group.**

Chicago Pneumatic Tool Co. has appointed **Paul R. Berglund** manager of the district sales office in Denver. Mr. Berglund, formerly regional representative, Pittsburgh District, for the company's **Mining & Construction Division,** succeeds **O. L. Briggs,** retired.

Charles R. Lough has been named to the newly created position of assistant chief engineer, **Power Parts Co.,** Chicago.

Alan I. Goldman has been appointed vice president–finance, **Integrated Container Service Industries Corp.,** New York. Mr. Goldman will be responsible for the financial affairs of ICSI, the holding company, and its subsidiaries: **Realco** (national railroad trailer pool operator) and **Integrated Container Service Incorporated** (world-wide container lessors).

Intermodal Transportation Systems, Inc., has acquired **Continental Leasing Co.,** a wholly-owned subsidiary of **Fruehauf Corp.,** Continental Leasing will continue the leasing of piggyback trailers to railroads and industrial firms under Intermodal ownership.

Leonard J. Koryta has been appointed vice president–manufacturing, **Durox Equipment Co.,** Cleveland, Ohio.

INDUSTRIAL TRAFFIC

James W. Newman has been appointed traffic manager, **Arco Chemical Co.,** a division of the Atlantic Richfield Co., Philadelphia.

Norman M. Purdy, Jr., traffic manager, **Crucible Alloy Division,** Midland, Pa., has been appointed director of traffic, **Sharon Steel Corp.,** Sharon, Pa., succeeding **Fred W. Bennett,** who retired July 1.

Kenneth A. Kumm has been appointed manager, transportation operations, **Minnesota Mining & Manufacturing Co.,** St. Paul, Minn. **William A. Stewart** has been appointed assistant traffic manager, Railroad Service. **Herbert P. Hedblom** has been appointed manager, distribution research, and **Frank M. Wilcox,** manager, distribution planning.

OBITUARY

Perry T. Egbert, 77, retired chairman of the board and president of **Alco Products, Inc.,** died July 12 at his home in Ithaca, N.Y.

James R. Thorne, 60, vice president–executive department, **Seaboard Coast Line,** Jacksonville, died July 9 in a Jacksonville hospital, following a lengthy illness.

FreightMaster is 12 years ahead.

Here's how we plan to stay that way...

Serve you even better. With a new home office and manufacturing facility. With expanded research programs and increased A-I-D engineering and field service.

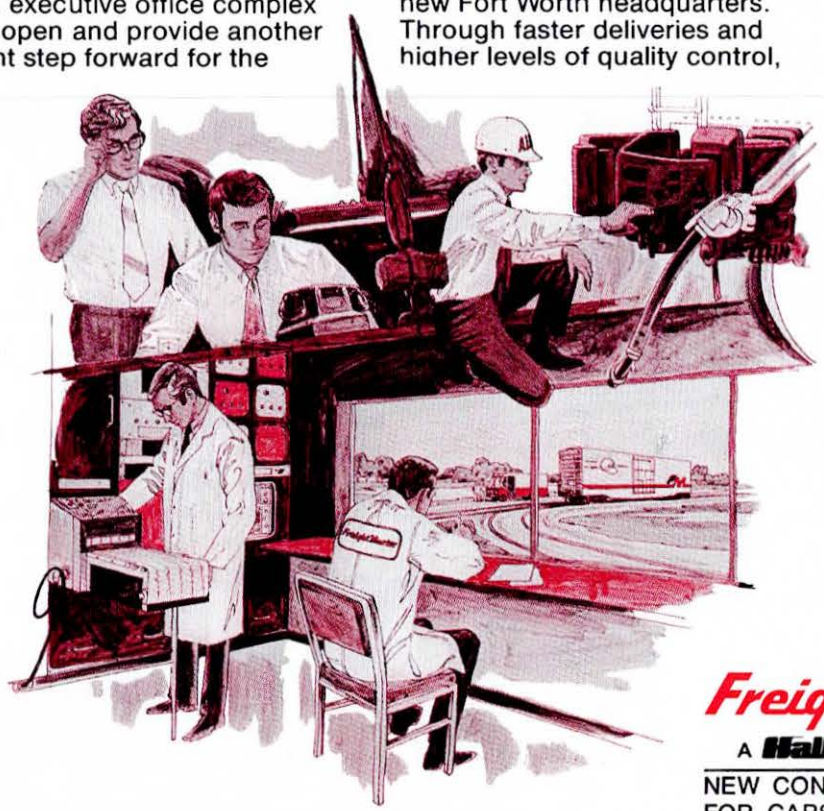
This month our new 160,000 sq ft manufacturing, research and executive office complex will open and provide another giant step forward for the FreightMaster concept. At the same time, we'll have forged into a new era of acceptance for FreightMaster cushioning equipment with the installation of the 50,000th car set.

You'll benefit in a host of ways from the opening of the new Fort Worth headquarters. Through faster deliveries and higher levels of quality control, of course. But, best of all, these increased physical facilities will enable our rapidly expanding engineering and technical support team to continue to provide you with the most advanced and efficient cushioning equipment possible.

The new complex also means superior backup for our nationwide A-I-D Service Team—men who are dedicated to a responsibility that only begins with installation of FreightMaster cushioning equipment on your cars.

One of the industry's largest R&D programs will grow again as expanded test facilities at the new location complements our current program aimed at helping you reduce L&D claims and protect car structures.

We'd like to thank you for your faith in FreightMaster as expressed by the installation of 50,000 car sets. At the same time, we offer the entire FreightMaster complex as evidence of our tremendous confidence in the future of the railroad industry.



When you're in Fort Worth, visit our new plant at 8600 Will Rogers Boulevard.

FreightMaster®

A Halliburton Company

NEW CONCEPTS OF INCREASED PROTECTION FOR CARS AND CARGO THROUGH RESEARCH

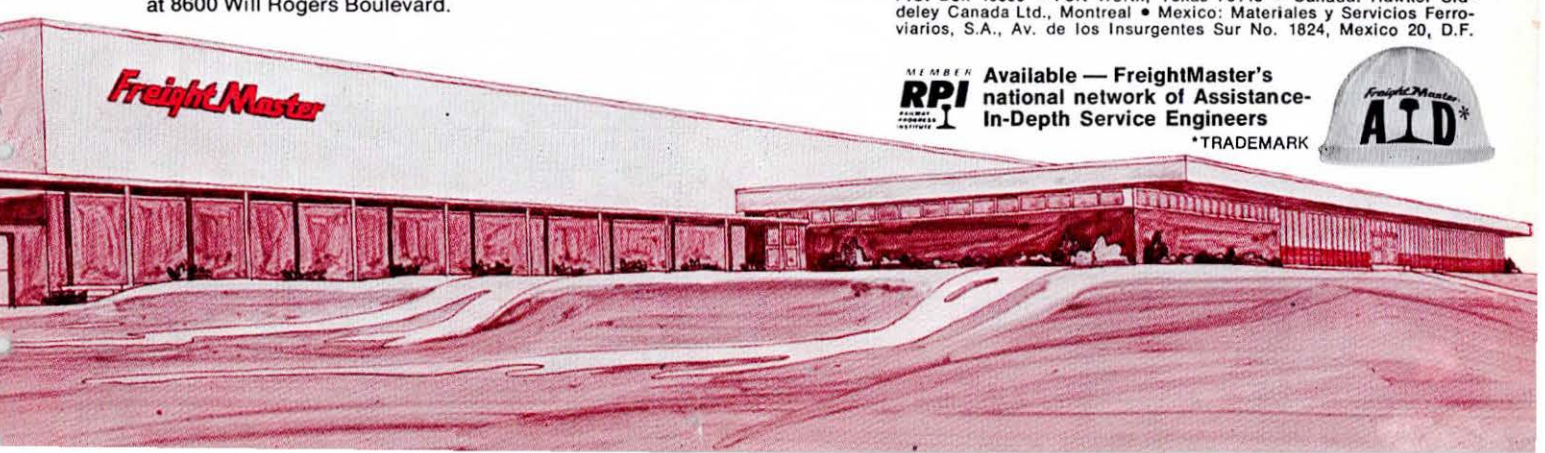
P.O. Box 40555 • Fort Worth, Texas 76140 • Canada: Hawker Siddeley Canada Ltd., Montreal • Mexico: Materiales y Servicios Ferroviarios, S.A., Av. de los Insurgentes Sur No. 1824, Mexico 20, D.F.

MEMBER RPI

Available — FreightMaster's national network of Assistance-In-Depth Service Engineers

*TRADEMARK

FreightMaster AID*



Katy's newest iron horses are 3,000 horses strong

100 years ago, KATY's iron horses were diamond-stacked 4-4-0's (four pilot wheels, four drive wheels, no trailing wheels). They huffed and puffed and looked powerful. But they had only enough muscle to pull four or five cars.

76 years later, the tall stacks were gone. KATY's 4-4-0's, 2-8-2's and other iron horses had far more power. But they still huffed and puffed. Because KATY stuck with steam and only steam until 1947.

Since 1954, KATY has used nothing but diesel locomotives. Today, 3,000-hp diesels that are less than five years old represent almost one third of the 352,600 aggregate horses in KATY's iron horse fleet. Contact KATY's nearby representative and have him put this fleet to work for you. Or ask him for KATY's newest equipment folder. Or do both.

For service
that really is
personalized . . .

Count on KATY

MISSOURI-KANSAS-TEXAS RAILROAD CO.
Katy Building, Dallas 75202 • 420 Gimblin Road, St. Louis 63147

Circle 3 on coupon page 45